

THE
INDUSTRIAL
ARTS INDEX
—
1947

Key to General Abbreviations

+	continued on later pages of the issue	Je	June
abr	abridged	Jl	July
Ag	August	Mr	March
Ap	April	My	May
arch	architect	n s	new series
bibliog	bibliography	N	November
comp	compiled or compiler	no	number
cond	condensed	O	October
cont	continued	p	page
D	December	pl	plate
diag	diagram	por	portrait
ed	edited or edition or editor	pseud	pseudonym
F	February	pt	part
i	index	rev	revised
il	illustrations	S	September
inc	incorporated	sup	supplement
Ja	January	tr	translated or trans- lation or translator
		v	volume

Sample entry: Hydrogen peroxide; structural materials,
manufacture and uses. J. S. Reichert and
R. H. Pete. *il Chem Eng* 54:213-14+ Ap '47

Explanation: An illustrated article with the title given
above will be found in *Chemical Engineer-*
ing, volume 54, pages 213 to 214 (continued
on later pages of the same issue) the April
1947 number

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THE INDUSTRIAL ARTS INDEX

THIRTY-FIFTH ANNUAL VOLUME

1947

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING,
TRADE AND BUSINESS PERIODICALS

EDITED BY
MARION E. POTTER, LEONE BAKER,
LUCILLE CRAUMER

MANAGING EDITOR
CHARLOTTE TRILLING

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1948

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PREFACE

This volume, completing the thirty-fifth year of the Industrial Arts Index, cumulates the monthly issues published from December, 1946, thru November, 1947.

Industrial changes during the war and the consequent shift of interest in technical periodicals would of itself require a new vote on the periodicals to be indexed. But the vote of many new subscribers was also needed in order to give the best indexing service. The questionnaire sent out to all subscribers last fall resulted in the dropping of the following magazines indexed thru 1947 but not to be indexed in 1948: American Institute of Banking, Bulletin; Banking Law Journal; Boston Society of Civil Engineers, Journal; Chimie & Industrie; Dun's Statistical Review; Gas Journal (London); Génie Civil; Institute of Chemical Engineers, Transactions; Light and Lighting; Locomotive; Mass Transportation; Mechanical Handling; New England Water Works Association, Journal. It was voted also that the indexing of the German magazines interrupted by the war should not be resumed. These are: Angewandte Chemie, Stahl und Eisen, and Zeitschrift des Vereines Deutscher Ingenieure.

The new periodicals, not previously indexed but to be indexed in 1948, are: Air Affairs; Communications; Construction Methods; Editor & Publisher; Electrical Communication; Instruments; Iron and Steel Engineer; Journal of Marketing; Journal of Scientific Instruments; Light Metal Age; Metallurgia; Metals Technology; Mill & Factory; Modern Industry; Personnel; Plastics; Q S T; Sewage Works Journal; Tele-Tech; Textile Research Journal; Tool Engineer; United States Naval Institute, Proceedings; Westinghouse Engineer; World Oil. Domestic Commerce discontinued publication in 1947, the only change to be noted in the indexing for this volume.

Louise Teich (Mrs. Wiles) whose name was on the title page of the Industrial Arts Index annual volumes from the first volume in 1913, thru 1945, when she retired, was good enuf to return to see this volume thru the press. Miss Charlotte Trilling has returned to become managing editor. Acknowledgement should be made also to Ruth Ward and Jessie Van Strander for many years of faithful service.

M. E. P.



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Magazine Notes

Compiled with the aid of Johanna Kramm and Jessie Van Strander

(Reprinted from monthly issues of 1947) *

Acta Crystallographica, announced in the May number of the Industrial Arts Index, will begin in January. The journal will be published by the Cambridge University Press under the editorship of Professor P. P. Ewald, a former editor of the *Zeitschrift für Kristallographie*, and a panel of regional co-editors. It will have six issues a year. Subscription \$10 or £2 10s. By courtesy of the American Institute of Physics, 57 East 55th Street, New York 22, arrangements have been made for subscribers in the United States, its possessions, and Canada to subscribe thru that body. Others should order directly from the Cambridge University Press, Bentley House, Euston Road, London, N.W.1, England.

Agenda, a quarterly for women's club program planners, beginning with a Spring, 1947 number, supplements its numerous articles with a collection of club programs ready for presentation, sponsored by various commercial associations and corporations. Published by Printers' Ink Publishing Company, 205 East 42d Street, New York 17. The magazine will be distributed to program leaders of representative local groups. Publishing costs will be met by its advertisers.

Ahora, el Resumen del Mes, began its second volume with a November number. It is a Spanish language monthly published at Calle Bouret, 10, San Juan, Puerto Rico. New York representative is Raimundo Gonzales, 1480 Madison Avenue, New York. Subscription \$1 a year.

Air News is to be absorbed by *Skyways* with no change in the latter publication's editorial formula. Published by Henry Publishing Company, 444 Madison Avenue, New York 22.

Alphabet and Image, a quarterly, making its first appearance last year, replacing the prewar *Typography*, is primarily concerned with typography and the graphic arts. The articles are illustrated, some in color. Published by Shenval Press, 58 Frith Street, Soho, London W. 1. Subscription 25s a year; single copies 7s 6d.

American Fabrics is a new large-size quarterly, with articles on fabrics and fabric design, ancient and modern. It is profusely illustrated, mostly in color. Pasted-on swatches accompany a number of articles. Published by Reporter Publications, Empire State Building, New York 1. Subscription \$10 a year; single copies \$2.50.

The American Herb Grower, a bimonthly "for gardeners and gourmets," is published by Laurel Hill Herb Farm, Falls Village, Connecticut, beginning April, 1947. Subscription \$2 a year; single copy 35 cents.

American Institute of Architects Bulletin, a bimonthly, is devoted to Institute affairs, public and professional relations, and education and research. Volume 1, no. 2, May 1947, contains a ten page bibliography on Hospitalization and public health. Published by the Institute at the Octagon, 1741 New York Avenue, NW, Washington 6. Subscriptions \$2 a year in the United States, elsewhere \$3; single copies 50 cents; \$1 a year to corporate members and to architectural student associates.

The American Institute of Chemical Engineers Transactions, indexed in the Industrial Arts Index since 1921, is published now as a section in a new monthly, *Chemical Engineering Progress*, that began publication in January 1947 as volume one, number one, and contains abstracts of reader interest as well as news of the Institute, formerly published in a quarterly bulletin. With the March issue the volume number changed to 43, continuing that of the *Transactions*. The subscription of the new monthly is \$6 a year. Editorial and business office is at 50 East 41st Street, New York 17.

The American Journal of Occupational Therapy is published bimonthly for the American Occupational Therapy Association by AJOT Publishing Company, 739 Boylston Street, Boston 16. Its first issue is dated February 1947. Subscription \$5 a year; single copy \$1.

American Journal of Psychotherapy, is the official organ of the Association for the Advancement of Psychotherapy, edited by Emil A. Gutheil, M.D., 16 West 77th Street, New York 24. It is a quarterly, beginning publication with a January number. Subscription \$8 a year, foreign \$8.50, Canada \$8.25; single copies \$2.50.

American Perspective is a new publication of the Foundation for Foreign Affairs, 1136 18th Street, NW, Washington 6, issued monthly from September thru June. It began with an April number from which the following statement is taken. "The analyses contained in the following pages are presented in the belief that the problems currently confronting the United States will be better understood

* These notes have been reprinted by request, and with few revisions.

and better evaluated by Americans if they are studied against their historical background and in their general diplomatic and political context, and if the political and economic forces at work in the countries with which the United States is dealing are examined. While scholarly methods have been used in gathering and analyzing materials, their presentation is not designed for the specialist alone." Subscription \$2.50 a year; single copy 25 cents.

American Practitioner, a medical illustrated monthly, began with a September, 1946, issue. It is edited by John B. Youmans, Professor of medicine, Vanderbilt University, and published by J. B. Lippincott Company, 227-231 South Sixth Street, Philadelphia. Subscription \$10 a year; foreign subscriptions \$11.

American Psychologist is the professional journal of the American Psychological Association, published monthly by the Association at 1515 Massachusetts Avenue, NW, Washington 5, since January 1946. Subscription \$7 a year; single copy 75 cents.

American Repertory Theatre, the Art Magazine; News of the Theatre in American Life, is published monthly, beginning August, 1946, by the American Repertory Theatre, Box 886, Hollywood 28, California. Subscription \$3 a year.

American Society of Chartered Life Underwriters Journal is a new quarterly, published by the Society, Hamilton Court, 39th and Chestnut Streets, Philadelphia 4. Editorial offices are at 1616 Walnut Street, Philadelphia 3. This periodical has been found useful by one of our insurance library subscribers. Subscription \$4 a year; single copies \$1.25.

American-Soviet Music Review is a new quarterly, published by American-Soviet Music Society, 114 East 32d Street, New York 16. Its object is to promote closer contact and understanding among musicians of the two countries. Subscription \$3 a year to non-members.

American Statistician, successor to the *A.S.A. Bulletin*, "will attempt to implement the growth of American statisticians. It will not be a substitute for any of the Association's technical publications. It will present the story of the actual uses—successes and failures—of statistical methods in many fields. It will carry regularly the official and unofficial announcements of the American Statistical Association concerning new projects, meetings, and activities of the Association's sections." It was introduced in August, 1947. Published monthly by the Association, 1603 K Street, NW, Washington 6. Subscription \$1.50 a year; 25 cents a copy.

Americana; Revista para la Mujer de Hoy, a Spanish language illustrated monthly for the women of Latin America, is published by Ultramar Publications, Inc, 22 East 29th Street, New York. Subscription \$2.50; single copies 20 cents.

Analytica Chimica Acta, a monthly publication devoted to all branches of analytical chemistry, has been announced by Elsevier Publishing Company. It is under the editorship of Paul E. Wenger, 8 rue St. Victor, Geneva, Switzerland. Annual subscription \$9.50 (postage free).

Analytical Chemistry is the new name of *Industrial and Engineering Chemistry Analytical Edition*. It has a new format and two new departments, Aids for the analyst and The analyst's column. Subscription rates are unchanged and it is sold as a unit with *Industrial and Engineering Chemistry* at \$4 a year.

Angewandte Chemie resumed publication with the January 1947 number. The periodical is now published in two parts. Section A: Science (volume 59), resembles in character the former *Angewandte Chemie*. Section B: Techniques and economics (volume 19), can be compared to the former *Die Chemische Fabrik*, dealing with techniques and methods, instruments, laboratory works, raw materials and economic problems, especially of medium and smaller concerns. Subscription rate for Section A, RM 10; for Section B, RM 9; both issues RM 18 a year. Prices for foreign subscribers are not yet given. The new offices of the Verlag Chemie are in Berlin-Neutempelhof, Attilastrasse 16, and Heidelberg.

Antique Dealer and Collectors' Guide began publishing in a completely new form in August, 1946, new series volume 1, no. 1. It is an illustrated monthly, published at 92 Fleet Street, London, E.C.4. Subscription 15s a year; single copies one shilling.

The Antiquer, now in its second volume, is a pocket-size monthly of interest to antique dealers and collectors. Among its features is a dealers' directory. Published by Art-Lyle Publishers, Inc., 97 East Colorado Street, Pasadena 1, California. Subscription \$2.50 a year; single numbers 25 cents.

Applied Scientific Research will be published by Martinus Nijhoff, The Hague, The Netherlands, beginning in September. The two sections, (A) Mechanics, Heat and (B) Electrophysics, Acoustics, Optics, will provide a medium of publication for original technical-scientific investigations in these fields.—*Science*.

Asia Calling, published nine times a year by the American-Oriental Friendship Association, 531 Santa Monica Boulevard, Santa Monica, California, is intended to help build friendship between boys and girls of the Orient and America. Subscriptions \$2 a year; single copies 25 cents.

Audio Engineering is the new name of *Radio*, published since 1917. The new title began with the May, 1947, number. The monthly presents articles, charts and news concerning developments in sound engineering as it relates to broadcasting, transmitter and receiver manufacturing, sound-on-film, disc, wire

and tape recording, public address systems, etc. Published by Radio Magazines, Inc., Boston Post Road, Orange, Connecticut. Subscription \$3 a year; single copies 35 cents.

The Australian Artist is the illustrated quarterly journal of the Victorian Artists Society, published under a new name and in a new format as volume 1. Price 3s 6d. The Society's address is 430 Albert Street, Melbourne.

Aviation Week, ties together the research, design, engineering and production content of *Aviation* with the news presentation of *Aviation News*. The date of the merger was July 7.

Beginner Teacher, a quarterly for Sunday School teachers, containing graded Bible lessons prepared by Mildred Speakes Edwards, began publication with an October-November-December, 1946 issue. Published by the Nazarene Publishing House, Box 527, Kansas City, Missouri. Subscription \$1 a year; 25 cents a single issue.

Berichte der Deutschen Chemischen Gesellschaft, one of the German chemical journals, which ceased publication after 1944, has now been revived under the name *Chemische Berichte*. The new journal is edited by Clemens Schoepf, Darmstadt, and is published by Verlag Chemie, Heidelberg.

The Bible Archaeological Digest, a quarterly devoted to the archeology of all Bible lands, completes its first volume with an October-December, 1946 number. Published by Bureau of Bible Research, 461 East Seaside Boulevard, Long Beach 2, California. Subscription \$1 a year in the United States; \$1.25 in Alaska, Canada and foreign countries.

Book Merchandising, a monthly for the bookseller, began publication with a February issue. Published at 20 East 35th Street, New York 16. Subscription \$4 a year; single numbers 40 cents.

The British Medical Students' Journal is published near the beginning of each term by the British Medical Students' Association, B.M.A. House, Tavistock Square, London, W.C. 1. Price 1s a copy. Number 2 is dated Autumn 1946.

Business Bulletin, published by the Economic Society of the School of Business and Civic Administration of The City College, 17 Lexington Avenue, New York 10, has resumed publication, having been discontinued during the war. The first post war issue is volume 16, number 1, May 1947, marking the centennial of the College. Subscription \$1 a year.

Business Round-up, a monthly digest of business news and opinion selected from current trade publications, and government and private reports, offers sixteen pages of condensation from a diversified list of thirty-nine magazines. It is published at 165 Broadway, New York 6. Subscription \$15 a year.

Buy Right Magazine is a small-size monthly that began in November, 1946, and is intended to tell the consumer how and where to get more for his money. It is published at 11 West 42d Street, Suite 1302, New York 18. Sold on New York newsstands for 15 cents a copy.

Byzantina Metabyzantina, a Journal of Byzantine and Modern Greek Studies, edited by N. G. Mavris, is dedicated to the Belgian School of Byzantinology and published by Society for the Promotion of Byzantine and Modern Greek Studies. Volume 1, Part 1, 1946, contains complete bibliographies of Henri Gregoire and Ernest Honigmann. Address is Room 1835, 30 Rockefeller Plaza, New York.

Cahiers Internationaux de Sociologie, is a French periodical, volume 1, Cahier double, published in October 1946. It is open to discussion by sociologists of whatever nation or school of thought, but will give first place to researches of the Centre d'Études Sociologiques, recently opened in Paris, and researches in the United States. Rédaction et Administration, Aux Éditions du Seuil, 27, rue Jacob, Paris VI*. Subscription, two semi-annual numbers 300 fr in France, 400 fr in other countries; single numbers 175 fr.

California Fashion Trends, McKellar Publications, aims to provide up-to-the-minute, complete, authentic information for retailers, merchandisers and buyers throughout the country. The new publication's present 10,000 circulation is controlled, with paid circulation at \$3 a year, 35 cents a copy, to be built up thru promotion. Offices are in Los Angeles at 416 Wall Street and in San Francisco at 50 Post Street.

Census Publications Subject Guide is a quarterly cumulative guide to publications of the Bureau of the Census arranged alphabetically by subject. The second number covers the publications of the Bureau from January thru June 30, 1946.

The Chaparral Writer is the membership publication for the Federation of Chaparral Writers, 43 Fairview Avenue, Newark 3, New Jersey. Volume 1, number 2, dated Summer 1947, is a four page leaflet. Subscription is included in dues for active writers \$2; for associate membership \$5.

Chemical Abstracts, with the cooperation of the United States War Department and a Japanese abstractor located in Japan, T. Katsurai, has just succeeded in getting approximately 800 abstracts of Japanese papers published during the war period or thereafter. These will appear in *Chemical Abstracts* soon.

Chimia is the monthly publication of the Swiss Chemists Association. It is published in German by H. R. Sauerländer and Company, Aarau. Subscriptions 18 fr. a year; single copies 2 fr. 50 centimes.

China Trade Monthly, first issue January, 1947, will keep businessmen in China informed of trade conditions and prospects in foreign countries, and traders and manufacturers abroad fully advised of conditions in China. Communications may be addressed to the Foreign Trade Association of China, 338 Hamilton House, 170 Kiangse Road, Shanghai, China.

Christian Frontiers, a Journal of Baptist Life and Thought, is published monthly except July and August by the Baptist Book Club, a non-profit fellowship of ministers and laymen, Box 508, Chapel Hill, North Carolina. Circulation office: 324 South Blount Street, Raleigh. Subscription \$2 a year; 25 cents a copy.

The Christian Magazine, a Quarterly Journal for the Home, containing religious articles, verse, home notes, book notes and reviews, is published by the Christian Press, 214 East Main Street, Murfreesboro, Tennessee. The spring number completes volume one. Subscription \$1 a year.

Chronica Botanica has recently issued its first monthly newsletter supplement, *Biologia*, designed to report quickly on biological developments of professional and international interest. The newsletter will be sent to subscribers of *Chronica Botanica* free and is available to others at the rate of \$4 for two years.

Chronicle of the World Health Organization aims to present a "readable summary of the activities of the Organization, including the views and recommendations of its governing body and of its expert committees, and thus to mark the stages in the attempt to implement, through international action, the declaration contained in the preamble to its Constitution, that 'the enjoyment of the highest attainable standard of health is one of the fundamental rights of every human being.'" It is published in English, French, Spanish, Russian, and Chinese. Subscriptions for 1947 \$2; numbers 1-2, 3-4, 5-6, 40 cents a copy; numbers 7-12, 20 cents a copy. Published by World Health Organization, 350 Fifth Avenue, New York; Palais des Nations, Geneva.

Chymia, an annual, will be published by The University of Pennsylvania Press. Each volume will consist of about a dozen articles in the field of the history of chemistry. Papers on a variety of subjects will be included, and publication may be in French, German, Spanish, Portuguese, Italian, and English. Further information may be obtained from Eva V. Armstrong, Secretary of the Board of Editors, Edgar F. Smith Collection, Harrison Laboratory, University of Pennsylvania, Philadelphia 4.

Cinema, the Magazine for Discriminating Movie-Goers, is an illustrated monthly, beginning in June. Altho published in Hollywood it is international in interest. Published by Avant Film Publications, 8066 Beverly Boulevard, Hollywood 36, California. Subscription \$2.50 a year; single number 25 cents.

Columbia Journal of International Affairs, an organ of the School of International Affairs of Columbia University, is edited entirely by students of the School. The first number, Spring 1947, is devoted to Higher education in international affairs, (price 50 cents). It is to be published twice a year. Editorial and business address is Box 25, Room 111, Low Library, Columbia University, New York 27.

Commission for International Educational Reconstruction Bulletin, a monthly, beginning October 30, 1946, purposes to inform the American people of the educational needs in war devastated countries, to assist American organizations in developing programs of educational rehabilitation, and to effect working relationships and coordinated planning between voluntary agencies in the United States and other countries. Published at 744 Jackson Place, NW, Washington 6.

Common Cause, a Monthly Report of the Committee to Frame a World Constitution, began with a July number. The Committee officers are: Richard P. McKeon, Chairman; Robert M. Hutchins, President; G. A. Borgese, Secretary. Jeremy Ingalls is editor. Published at 975 East 66th Street, Chicago 37. Subscription \$4 a year; single issues 35 cents.

Commonwealth, the Magazine for Pennsylvania, is published monthly at 119 South Frazier Street, State College, Pennsylvania, by the Pennograph Publishing Company, 1521 North Third Street, Harrisburg. Yearly subscription \$3; single copies 25 cents.

The Composer's News Record, published by The National Composers Committee of the League of Composers, 130 West 56th Street, New York 19, is intended primarily for composers of music in all parts of the world. The first number, February, is a four-page bulletin.

La Conjoncture, Économie Mondiale, is a monthly of the Institut National de la Statistique et des Études Économiques pour la Métropole et la France d'Outre-Mer. A companion publication is *Études et Conjoncture, Union Française*. Subscription to the former 1800 fr a year; single issue 160 fr. Subscription to *Études* 1500 fr a year; single number 160 fr. Published by Presses Universitaires de France, 108, Boulevard Saint-Germain, Paris-6.

Contemporary, a quarterly, begins with a winter number. Its purpose is to introduce new literary voices, to assist in stimulating new ideas. It will contain essays, short stories, verse, book reviews. Subscription \$1 a year. Published by Mel Jerome Ravitz, 3100 Eaton Tower, Detroit 26.

Convention, the magazine of conventions, trade shows, expositions, includes a calendar of events, a series on civic auditoriums, and articles on registration methods, travel, use of motion pictures, hotels as convention centers, boosting buyer-interest in trade shows, etc.

Subscription \$3 a year; single copies 35 cents. Offices are at 712 Professional Arts Building, 1616 Pacific Avenue, Atlantic City, New Jersey.

Corvina, Hungarian Digest, is a periodical of Hungarian cultural life, edited by O. E. Landy, and illustrated with drawings, photographs and colored plates. The first issue is a Christmas number, 1946. It is in the English language. A similar publication in French is announced. Address: O. E. Landy, Officina Press, 26 Nagymező-u, Budapest.

The Critic, a Quarterly Review of Criticism, started with a Spring 1947, number. Its stated policy "is to publish and encourage criticism based upon a detailed examination of the work considered." Published by The Critic Press, The Heath, Mistley, Essex, England. Subscription 10s a year, \$3 in the U.S.; single copy 2s 6d.

Curriculum and Materials, is a quarterly of the Curriculum Council and Curriculum Development Division, Board of Education, City of New York. The first number, June, 1947, consists of eight pages. Distributed free to New York teachers. Address, Room 1024, 110 Livingston Street, Brooklyn 2, New York.

Death, a Literary Quarterly, edited and published by Harry Herschkowitz, 503 East 11th Street, New York, is dedicated to Michael Fraenkel, whose "death theme has inspired the founding and editorial views of *Death*." 50 cents a copy.

Design News made its debut last November as a product type magazine in the design and engineering field. It is issued monthly in a novel 11¼ by 11¼ inch square shape on a controlled basis to 19,000 designers and engineers. Publisher of *Design News* is Thomas A. Rogers Publishing Company, Detroit.—*Sales Management*

Dialectica, International Review of Philosophy of Knowledge, is a quarterly, with contributions in French and German, published in Neuchâtel, Switzerland. Subscription fr 18; single issue fr 4.80. Stechert-Hafner, 31 East 10th Street, New York 3, receives subscriptions.

Domestic Commerce, monthly magazine of the United States Department of Commerce, was discontinued with the September issue.

Earth Science Digest, a monthly devoted to the geological sciences, combines its September-October issue, volume 2, number 2. Subscription \$2 a year; single numbers 25 cents. Published by Earth Science Publishing Company, Box 581, Ann Arbor, Michigan.

Ebony, a national picture magazine published for Negroes by Negroes, circulation more than 300,000 an issue, has become the first Negro magazine to be admitted to membership in the Audit Bureau of Circulations.

Economic Botany, Devoted to Applied Botany and Plant Utilization, is founded, managed, and published by Edmund H. Fulling, New York Botanical Garden, New York 58. Published quarterly, beginning January-March, 1947. Subscription \$5 a year; single copy \$1.50.

The Editorial Digest; the Nation's Best Editorials, beginning in December 1946, is a monthly, published by R. K. Hess, 43 East Ohio Street, Chicago 11. It selects outstanding editorials of general interest and reprints them complete. Subscription \$2 a year.

El Detallista Internacional, to be published by Post Exchange Publishing Company, 292 Madison Avenue, New York, is a new type of export magazine designed to provide United States manufacturers of consumer goods with a medium which aims to stimulate the sale of United States products abroad by acquainting foreign retailers with American methods of advertising, selling and merchandising. Initial circulation of 10,000 will be to better rated department stores thruout Latin America.—*Advertising and Selling*

Electrical Engineering makes the following announcement in its December number: In the new publication plan, the *Transactions* section will be eliminated from *Electrical Engineering* and in its stead will be established a new series of publications to be known as "AIEE Proceedings," which will consist principally of all technical papers with their discussions, and which also may contain other appropriate material from national and district meetings.

Electricity, a pocket-size Hutchinson monthly, began with a May issue. Subscription 18s 6d a year; 1s 6d a single issue. Published by Hutchinson Periodical Company, 10 Gt. Queen Street, London, W.C.2.

Electronic Industries is published by Caldwell-Clements, Inc, 480 Lexington Avenue, New York 17. The note about the magazine in the November issue of *Industrial Arts Index* gave only the address of the Chicago office.

Electronics Forum, (formerly Electronics section of *Science Forum*) is the official organ of The Institution of Electronics. It adopted its present title in 1946. *Science Forum*, discontinued during the war, will resume publication in October. *Electronics Forum* will continue as a separate quarterly publication. Forum Publishing Company, 24 Buckingham Street, Strand, London, W.C. 2. Single issues 1s 6d.

Endocrinology (Experimental and Clinical), being Section III of *Excerpta Medica*, began with an August issue. Published by Excerpta Medica, Ltd. 111 Kalverstraat, Amsterdam-C, The Netherlands. Subscription \$15 a year.

Epocas; Ayer, Hoy, Mañana, a Panama journal devoted to the service of national culture, is published biweekly by Imprenta de la

Academia, Calle Juan B Sosa no. 8, Panama. New York office is at 516 Fifth Avenue. 25 cents a copy.

Evergreen, Washington's Own Monthly Magazine, began publication in August. It contains articles of general interest, fiction, and a home economics section. Edited and published by Wilbur J. Granberg, Second and Cherry Building, Seattle 4. Manuscripts are accepted from Washington writers only. Subscription \$2 a year; single copies 20 cents.

Evolution; International Journal of Organic Evolution, is a quarterly published by The Society for the Study of Evolution, beginning with a March-June, 1947, issue. Ernst Mayr is editor. Free to members of the Society. Subscription \$6 a year; single copies \$1.50. Order thru the Business Manager, Mr. K. P. Schmidt, Chicago Natural History Museum, Chicago 5.

Excerpta Medica, a monthly abstracting the world's medical literature, comprises fifteen sections and covers the field of theoretical and clinical medicine. It is printed in English under the general editorship of three members of the faculty of the University of Amsterdam, M. W. Woerdeman, chairman. The editors will endeavor to have all sections in publication by July, 1948. Section thirteen, Dermatology and Venereology, began in April, 1947. Subscription for this section \$25 or £6 4s a year. For information on other sections, address Excerpta Medica, Ltd., 111 Kalverstraat, Amsterdam C., The Netherlands. Other sections are noted under Ophthalmology and under Surgery.

Export Buyer, the Working Tool of the Export Trade, a monthly publication of the Commodity Research Bureau, 82 Beaver Street, New York 5, began with a March 1947 number. It lists by industry "offerings to the export trade" and commodities "wanted by export buyers." Subscription \$6 a year; 50 cents a copy.

Expression, a Quarterly of Contemporary Art and Culture, is a 1947 newcomer, published by the Group Collective Studio 108, 2520 West 7th Street, Los Angeles 5. Subscription \$4 a year; single copy 75 cents.

Federal Science Progress, introduced by the Department of Commerce in February, 1947, was discontinued after the June issue. Private publishers have criticized the publication on grounds that the magazine represented potential competition and overlapped the field of private publications.

Financial Group Bulletin, Special Libraries Association, began its tenth volume with a fall issue, October-November, under the editorship of its Vice-Chairman, Laura Marquis, Librarian of Mellon National Bank and Trust Company, Pittsburgh. Subscription \$1 a year.

Five Pullars, now in its second volume, is the organ of the International Union of Islamic Service, published quarterly by Makki Publications, 98 Brickfield Road, Durban, South Africa. Inclusive subscriptions for all Makki publications £1/1 a year.

Folia is a publication of the Catholic Classical Association of Greater New York. Sister Mary Liguori, R.D.C., God Counsel College, White Plains, New York, is editor. It is published in January, May, and October. Subscription \$1 a year; single copies 50 cents. Subscription and business correspondence should be addressed to Mr. Daniel Woods, 136 West 13th Street, New York.

Food Drug Cosmetic Law Quarterly presents articles on legal problems involved in the preparation, packaging, labeling, storage and distribution of these commodities. Published by Commerce Clearing House, Inc., 214 N. Michigan Avenue, Chicago 1. Subscription \$10 a year; single copies \$2.50.

Food Technology, official bimonthly publication of The Institute of Food Technologists, made its appearance January, 1947. It will include information heretofore included in the Institute's Proceedings and News Letters and that proposed for the *Transactions*. Published by the Institute at Geneva, New York. Subscription free to members; to others \$10 a volume.

Fortnight, the Magazine of California, began with a November 4 issue. It is a news magazine of California and a critical guide to the entertainment, artistic and outdoor life of the State. Published by O. D. Keep Associates, 68 Post Street, San Francisco 4. Subscription \$3 a year; single copies 15 cents.

'47, *the Magazine of the Year*, is a small size monthly, owned and controlled by leading writers, artists and photographers. Only in rare instances will it contain reprints or condensations, nor will its material appear in reprint magazines. The first issue is dated March. Published by Associated Magazine Contributors, 68 West 45th Street, New York 19. Subscription \$4 a year; single issues 35 cents.

French Studies, a Quarterly Review, began with a January, 1947, number. Its purpose is "to extend and deepen the knowledge and appreciation of French culture among English-speaking peoples." Articles and reviews are in English and French. Published by Basil Blackwell & Mott, 49 Broad Street, Oxford, England. Subscription 25s a year; single numbers 7s 6d.

Future, a quarterly, covering the field of industry, government, science and art, worldwide in scope but British in viewpoint, began publication with the July, 1946 number, titled "Overture." Its second number, "The Stage is Set," appeared in September. Beginning with the fifth number it will be issued bimonthly. It contains many illustrations in color and is

printed in Great Britain. Cloth bound. Published by Chantecleer Press, Inc., 347 Madison Avenue, New York 17. Subscription \$4 a year, twelve issues \$10; single number \$1.

The Gate, International Review of Literature and Art, in English and German, a pocket-size quarterly, began with a January-March 1947 number. Gilbert Murray in the foreword says: "If the material world is in ruins, there is a world of the mind, a world of music, art, letters, and philosophy, which has never been the property of one nation alone but is the right meeting place for men of thought and good will, irrespective of nationality." Published at 25, Holland Park Avenue, London, W.11. Subscription 10s a year; single copy 2s.

The Grape Grower, published by Wine Publications, 717 Market Street, San Francisco 3, began with a March-April number. The schedule for 1947 is May, July, August, September, November. Monthly publication is planned for 1948. Subscription \$2 a year; single copies 25 cents. Eastern representative, Walter C. Elly, 70 East 45th Street, New York 17.

Guidance Chronicle, correlating vocational and educational developments and trends for school administrator and counselor, began with a January, 1947, number and will be published monthly, September thru June, by Chronicle Press, Moravia, New York. Subscription \$6 a year; 60 cents a copy.

Handicap, an illustrated monthly for the handicapped and those who want to help in their rehabilitation, began publication in July at 1017 15th Street, NW, Washington, D.C. Subscription \$3 a year; single copies 25 cents.

Harvard Business Review will be published six times a year rather than quarterly as at present, beginning with the January 1948 issue. Effective October 1, 1947, subscription rates are raised from \$5 to \$6 for one year, from \$8 to \$9.50 for two years, and from \$10 to \$12 for three years; \$1 a single copy. The size of issues will be maintained as at present. An index for Volumes XVI to XXV, inclusive, is printed in the Autumn 1947 issue.

Harvard Library Bulletin, announced for January, 1947, is a revival of the *Bulletin* which appeared with varying titles and scope from 1876 to 1894. "The revived periodical, to be published three times a year, will differ considerably in appearance and contents from its predecessor. It will not list new accessions except in special cases, it will not include routine descriptions of collections, and it will not cover general University material. On the other hand, as a publication of the University Library, it will represent all the Harvard libraries, eighty-two in number, and its content will deal primarily with these libraries, with the results of research based upon their holdings, and with more general library problems in the light of Harvard theory and experience. Its contributors will be drawn both from within and from without the University." Subscription \$4 a year; single numbers \$1.50.

Heredity, an International Journal of Genetics, edited by Cyril D. Darlington and Ronald A. Fisher, began publication in July. It will be issued three times a year on dates corresponding to university terms. Published by Oliver and Boyd, Tweeddale Court, High Street, Edinburgh; 98 Great Russell Street, W.C., London. Subscription 40s or \$8.50; single number 14s or \$3.

Home Fashions Reporter has been purchased by Haire Publishing Company and will be incorporated into *Home Furnishings*.

Home Life, a Christian Family Magazine, a large size illustrated monthly, beginning January 1947, is published by the Sunday School Board of the Southern Baptist Convention, 161 Eighth Avenue, North, Nashville 3, Tennessee. Subscription \$1.25 a year.

Houille, Minerais, Pétrole is a bimonthly illustrated review of economic geology, that began with a January-February 1946 number. Published by J. B. Baillié et Fils, 19 rue Hautefeuille, Paris 6. Subscription, France 300 fr., foreign 400 fr.; single copies 60 fr.

Huddle, Inner Sanctum of Sports, now in its second volume, is an illustrated monthly, published by Colonial Press, 405 Penn Avenue, Pittsburgh. Subscription \$1.50 a year; single issues 15 cents.

Human Relations, Studies Towards the Integration of the Social Sciences, is a quarterly of the Tavistock Institute of Human Relations, London. Subscriptions for the United Kingdom, the British Commonwealth of Nations (except Canada), Europe, Middle East and the Far East: 35s a volume and 10s an issue, including postage. Subscriptions should be addressed to the Managing Editor, Human Relations, The Tavistock Institute of Human Relations, 2, Beaumont Street, London, W.1., England. For the United States, Canada, and Latin America: \$7 a volume and \$2 an issue. Subscriptions should be addressed to Human Relations, The Research Center for Group Dynamics, Massachusetts Institute of Technology, Cambridge 39, Massachusetts.

Humanities Review is a small size monthly that began publishing in January at 4701 Broadway, San Antonio 2, Texas. Editor is Gertrude M. Horgan. It contains both original contributions and reprint articles. Among the latter, in the February issue, is one from the Wilson Library Bulletin for December, School bells ring at the People's University. Subscription \$3.50 a year.

Humor Business, Trade Journal of the Comedy World, a new monthly, the first issue dated October, states that it is the first journal in its field. It contains information and humor and cartoon ideas of interest to comedians, gagwriters, cartoonists and humor editors. Published at 347 Madison Avenue, New York. Subscription \$2.50 a year.

Hutchinson's Motor Magazine, a pocket-size monthly automobile journal, is published by Hutchinson Periodical Company, 10 Gt. Queen Street, London, W.C.2. Subscription 18s 6d a year; single issues 1s 6d.

Imprimatur, a Literary Quarterly for Bibliophiles, began publication with a January number. Among the contributions to this first issue is Book collectors and public libraries in the Caribbean countries, by Fermin Peraza. A regular feature is a section Easy chair bibliographer, by Lawrence S. Thompson. Published by Lloyd Emerson Siberell, Box 51, Evanston Station, Cincinnati 7. Subscription \$2 a year; 50 cents a copy.

The Indian Ecologist began publication April, 1946. It will appear twice a year at present, becoming a quarterly when paper supplies increase. Published on behalf of the Indian Ecological Society by F. R. Bharucha, Royal Institute of Science, Bombay, India. Subscription to non-members, 15 rupees a volume.

Industrial and Labor Relations Review, a quarterly of the New York State School of Industrial and Labor Relations, Cornell University, Ithaca, began with an October number. It contains seven articles, two discussions, three documents and six book reviews. Milton R. Konvitz is editor. Subscription \$3 a year; single issues \$1.

Industrial Diamond Information Bureau, Industrial Distributors (1946) Ltd., St Andrew's House, 32-34, Holborn Viaduct, London, E.C. 1, publishes monthly a bulletin containing abstracts of articles dealing with properties and industrial applications of diamonds; together with notices of patents and patent applications in many countries. A copy of this bulletin may be obtained, free of charge, on application to the Bureau.

Industrial Training Abstracts, a quarterly (processed), began publishing September, 1946. Roger M. Bellows, Wayne University, is editor. This abstract service is a project of Wayne University, School of Business Administration, under the cooperative and financial sponsorship of the Michigan Industrial Training Council. Subscription \$2 a year. Published by Institute in Personnel Methods, Wayne University, Detroit 1.

Informaciones Culturales Bibliotecas, is a publication of the Dirección de Cultura, Ministerio de Educación, Habana, Cuba. It is concerned with various cultural institutions, maintained in whole or in part by the state. The first issue is dated January-February.

Institute of Petroleum Review, a monthly, issued by the Institute of Petroleum, 26 Portland Place, London W.1, made its appearance January, 1947. Its contents will supplement those of the Institute's *Journal* by providing information outside the latter's scientific and technical scope. It will be circulated free to members. To non-members, subscription £1 1s a year; single copies 2s.

Instrument Practice, an illustrated British monthly, covers the whole field of instrument technology and instrumentation. It is edited by H. B. Cronshaw and published by United Trade Press, Limited, 24, Bride Lane, Fleet Street, London, E.C. 4. Subscription 30s post free to any part of the world.

Inter-American Economic Affairs, edited by Simon G. Hanson, is a new quarterly of the Institute of Inter-American Studies, Washington, D.C. Subscription \$6 a year. Communications should be addressed to the editor, P.O. Box 181, Benjamin Franklin Station, Washington 4.

International Bulletin of Industrial Property (IBIP) is a periodical covering the field of patents, trade marks, designs, copyrights, unfair competition, etc. throughout the world. Published nine times a year at 15 Park Row, New York 7. Subscription \$6.

International Journal of Opinion and Attitude Research, a new quarterly publication beginning March, 1947, is edited by Laszlo Radvanyi, Professor of the National University of Mexico, and Lena Jaek. It purposes to serve as a forum in which specialists in this field from all countries can publish the results of their work. Published at Donata Guerra 1, Desp. 207, Mexico, D. F. Subscription \$4 a year; single copies \$1.25.

International Organization is an imposing looking quarterly, published by the World Peace Foundation, 40 Mt. Vernon Street, Boston, "to disseminate accurate information and informed comment on problems of international organization for teachers, students, and specialists." The first number, February, contains three contributed articles, a summary of activities of international organizations, documents of the United Nations and other documents, and a selected bibliography, pages 257-278. Subscription \$3.50 a year.

Iowa Business is published monthly at 1000 Fleming Building, Des Moines 9, by Business Magazines, Inc. It is devoted to the promotion of private enterprise in Iowa. It began with an October, 1946, number. Subscription \$3 a year; single copies 35 cents.

Irish Bookman is a pocket-size monthly, depicting the Irish scene in fiction, verse, articles, book reviews and notes. Published at 2-3 Yarnhall Street, Dublin. Subscription 14s a year; single copies 1s.

Irish Writing, the Magazine of Contemporary Irish Literature, edited by David Marcus and Terence Smith, includes not only writing done in Ireland but also the work of Irish authors living in Britain and the United States. Subscription 6/6 a year, \$1.50 in the United States and Canada; single copies 1/6. Address is 15 Adelaide Street, Cork, Eire.

Items, of which March, 1947, is the first number, reports current activities of the Social Science Research Council. It will be issued quarterly, or oftener if it is found to fulfill a need. Published by the Council at 230 Park Avenue, New York 17.

Journal of Child Psychiatry is to be issued at intervals three or four times a year. Volume 1, section 1, is dated 1947. Published by Child Care Publications, 30 W. 58th Street, New York 19. Subscription \$5 a volume.

The Journal of General Education is published quarterly by the State University of Iowa, Iowa City. Earl James McGrath is editor. "It is intended to serve instructors and administrative officers in liberal arts colleges, professional schools, teachers colleges, junior colleges, and the secondary schools. More specifically, it is designed to provide an outlet for thoughtful discussions of the issues and experiments of general education." The first number is dated October, 1946. Subscription \$2 a year. Editorial Office is at 108 Schaeffer Hall, Iowa City.

The Journal of Glaciology issued in 1947 by the British Glaciological Society, founded in 1945, is designed to publish not only scientific transactions of the Society, but discussions of problems relating to snow and ice in all modes of occurrence. The editorial committee is headed by Gerald Seligman, under whose leadership the Society was originally organized in 1936 as the Association for the Study of Snow and Ice. Offices are at the Royal Geographical Society, Kensington Gore, London, S.W. 7.

Journal of Renaissance and Baroque Music, edited by Armen Carapetyan and Leo Schrade, began with a March issue. Published quarterly by the Institute of Renaissance and Baroque Music, 1430 Massachusetts Avenue (Harvard Square) Cambridge, Massachusetts. Subscription \$4 a year; \$1.25 a single copy.

Journal of the American Medical Women's Association, is the official monthly organ of the Association. The first issue appeared in March, 1946. Address communications regarding subscriptions and advertising to the Association, Apt. 406, 3300 West End Avenue, Nashville 5, Tennessee. Subscription \$3 a year; single copies 35 cents.

Journal of the British Grassland Society, Agricultural Research Building, Penglais, Aberystwyth, Wales, published two numbers in 1946. It becomes a quarterly with its second volume, 1947. Subscription 20s; 1946 issues 10s.

Journal of the Iron and Steel Institute, 4 Grosvenor Gardens, London, S.W.1, begins volume 155 as a monthly publication with a page size of 11 by 8½ inches. Subscription £5 a year; single copies 10s.

Jr. Language and Arts, the Modern Magazine for Boys and Girls, is a large-size illustrated monthly that appeared October, 1946. It is for children from six to twelve years old. It contains stories, science and nature articles, songs, things to make and things to do. Published by Progressive Educators, Incorporated, 3420 West Capitol Drive, Milwaukee 9. Subscription \$5 a year.

Kiplinger Magazine, a new monthly for business readers, to make its first appearance January 1, 1947, is announced by the Kiplinger Washington Agency, National Press Building, Washington, D.C. W. M. Kiplinger is editor of the new magazine. The publication will carry no advertising, will derive its sole income from the subscription fees of \$6 a year. It will be sold by subscription only.

Kirkeby Hotels Magazine is owned and published monthly by Hotel Publications, Inc, 65 West 54th Street, New York 19, Edward A. Pool, president and publisher. It is a picture magazine carrying considerable advertising.

Knickerbocker Weekly is publishing monthly and will be known as *The Knickerbocker*. Subscription price is reduced from \$5 to \$3. Published at 30 Rockefeller Plaza, New York.

Korean Chamber of Commerce Bulletin is the official monthly publication of the Korean Chamber of Commerce in America, 408 San Fernando Bldg, Los Angeles. Vol. 1, No. 1 is a two-page bulletin.

Das Kunstwerk, eine Monatsschrift über Alle Gebiete der Bildenden Kunst, is a new art magazine with many illustrations, some of them in color, published by Verlag Woldemar Klein, Baden-Baden, Germany.

Kyklos; International Review for Social Sciences, will publish, in the main, contributions on all the various aspects of the theory of economics, including economic policy and finance, and aims to create an international forum for scientific discussion between scholars and peoples of different nationalities. The first number of the new quarterly contains two English and two German articles and one French article. Published by A. Francke A.G. Verlag, Bubenbergrasse, Berne. Subscription 36 fr a year.

The Lawyer and Law Notes is a journal for lawyers, published jointly by the American Law Book Company and Edward Thompson Company. The second issue is dated Spring, 1947. Editor is August A. Cordes, 272 Flatbush Avenue Extension, Brooklyn 1, New York.

Letter to Airmen, the weekly news and outlook report of *Aero Digest*, beginning in October, is a four-page summary of events and trends in all phases of aviation. The *Letter* is published under the editorship of Kendall K. Hoyt. Subscription, air mail \$11; first class class \$10; slow mail \$5. Business address, 515 Madison Avenue, New York 22; Editorial office, National Press Building, Washington 4.

Link, Woochee Institute for Cultural Cooperation, is a small quarterly of the Woochee Institute of New York, 86 Riverside Drive.

The Los Angeles County Museum, Art Division, introduces its new quarterly *Bulletin* with the Spring, 1947 number. It is illustrated with reproductions from the Museum's

collection. New installations will be recorded and new acquisitions described in articles which can temporarily serve as a guide while the Art division is being rearranged. The *Bulletin* will be published in between issues of the Museum's regular *Quarterly*.

Mademoiselle's Living, a new quarterly magazine to be published by Street & Smith Publications, will be on the newsstands October 1, designed for young home-makers in the 18-35 age group. 50 cents a copy.—*Advertising and Selling*.

Magazine Intelligence is a new and unique editorial service. Regular issues, every two weeks, will abstract all the non-fiction contents of some 117 leading U.S., British, and Canadian periodicals. In 50 to 100 word summaries the new publication gives the gist of each article. Intended primarily for magazine and newspaper editors, publicity and public relations experts, columnists, commentators, research directors, librarians, and key executives in business and government. Editorial offices: 33 West 42d Street, New York. Price \$1.25 per copy, \$26 a year.—*Special Libraries*

Magazine of Wall Street, Index to volume 77, was not printed, due to an editorial oversight, and the publisher does not expect to issue one. It is indexed rather closely in *Industrial Arts Index*.

Mainstream, a Literary Quarterly, began with a winter, 1947, issue. Samuel Sillen is Editor-in-Chief. Published by Mainstream Associates, 832 Broadway, New York 3. Subscription \$2 a year; single copies 50 cents.

Mercury Stamp Journal, "published periodically" by the Mercury Stamp Company, 522 Fifth Avenue, New York 18, is sent free to friends and customers of the Company. Subscription to others \$1 for four numbers. Three numbers have been issued, February, May, September, 1947.

Miami Law Quarterly began publication last March, sponsored by the School of Law, University of Miami, and the Dade County Bar Association. It is announced in the June number that the September 1947 issue will be volume two number one. Subscription \$3 a year; single issues 75 cents. Address is Coral Gables 34, Florida.

Middle East Journal, a quarterly, beginning with a January number, is published by The Middle East Institute and aims to present informative materials on Middle East problems without emotional bias. Harvey P. Hall is editor. It contains a rather extensive book review section and a bibliography of periodical literature. Subscription \$6 a year; single copies \$1.50. Address the editor, 1906 Florida Avenue, NW, Washington 9.

Modern Distribution, published by Magazines of Industry, Inc., 347 Madison Avenue, New York, which has been for three years a \$25-a-year weekly newsletter with 10,000 circulation in the hardgoods distribution field, becomes a

tabloid size newspaper September 15 and accepts advertising for the first time. Parker James, former vice-president of Standard Outdoor Advertising, Inc., is editor.—*Sales Management*.

Modern Knitting, a quarterly, began with a Winter, 1947, number. It contains instructions for knitting and crocheting wearing apparel, gifts, etc. All articles are illustrated. Published by Knitting Bureau, Inc., 247 Park Avenue, New York 17. Subscription \$1.40 a year; single copies 35 cents.

Modern Railroads is an illustrated monthly published at 326 West Madison Street, Chicago 6. The New York office is at 415 Lexington Avenue. It is intended as a clearing house of new developments and applications of products used in all phases of railroading. Subscription \$3 a year in the United States; elsewhere \$4.

Modern Review, a monthly, is published by the American Labor Conference on International Affairs at 7 East 15th Street, New York 3. First number March 1947. Subscription \$5 a year; single copy 60 cents.

Monthly Bulletin of Statistics, a publication of the United Nations Statistical Office, gives social and economic statistics of most of the countries of the world. The United States sales agent is International Documents Service, Columbia University Press, 2960 Broadway, New York 27. Subscription \$5 a year.

Mothers Occult Digest, the bimonthly organ of the Mothers Research Group of the Theosophical Society in America, began with a September-October number. Obtainable from Mrs. Muriel Lauder Lewis, Route 2, Box 586, Ojai, California. Subscription \$1 a year.

Music Dealer, the Business Magazine for Music Merchants, is an illustrated monthly published by Metronome Corporation, 26 West 58th Street, New York 19. Subscriptions \$2 a year; single copies 25 cents.

New Jersey Compass, a privately and independently owned monthly, is directed mainly to residents of the state "for the purpose of disseminating interesting and constructive information, past and present, about New Jersey." Original print order was 20,000, with distribution thru subscription and newsstands. Published by Compass at 32 Nassau St., Princeton, N.J. (25 cents)

New Meridian Magazine, a new bimonthly, states that one of its aims is "an open-minded, fair appraisal of the international scene." Articles, fiction and poetry are included. Published by Alan Neame Publications, 8 Garrick Street, London, W.C. 2. Subscription 8s for six issues; single copy 1s 4d.

New Quarterly of Poetry began publication in the fall of 1946, and offers poets of whatever school—or of no school—an additional medium of expression. Published by the League to Support Poetry, 327 West 18th Street, New York 11. Subscription \$1.50 a year; single copy 40 cents.

The New York Board of Trade is planning a monthly official publication, to be called *New York Business*, which is expected to make the Board's work more effective and aid business executives.

New York State Commerce Review is a digest of business developments in the Empire state, published quarterly by the New York State Department of Commerce, Division of Economic Development. Sent free of charge on request.

Nucleonics, McGraw-Hill Magazine of Nuclear Technology, began with a September issue. It is a small size monthly, with which has been consolidated *Atomic Power* and *Atomic Engineering*. Its subject matter is nuclear technology, "embracing all methods and results of applying nuclear particles to useful ends." Keith Henney is editor; Walter M. DeCew is technical editor. Subscription \$15 a year. Published by McGraw-Hill Publishing Company, 330 West 42d Street, New York 18.

The Oil and Gas Journal index for 1946, owing to the continued shortage of paper, will not be published in a regular issue. The complete index, enlarged and improved and with more cross-references, bound separately, will be sent without charge to all subscribers requesting a copy. Address requests to Circulation Department, P.O. Box 1260, Tulsa.

One World, the Review of World Unity, a quarterly, beginning with a spring, 1946, number, has for its object "to make the common people of one country familiar with the life of the common people of other countries, with their wishes, their ideals and hopes" and to provide a medium in which ordinary folks may convey their ideas to others. It is published by William MacLellan, 240 Hope Street, Glasgow, C.2. 2s 6d a copy.

Operating Engineer, an outgrowth of *Power's* magazine section of the same name, is announced by McGraw-Hill to begin January, 1948. It will offer practical service to the engineers "directly responsible for the operation and maintenance of all power services in thousands of medium and smaller industrial plants as well as institutions and service establishments." The November issue of *Power*, page 737, explains that the new monthly will affect *Power* very little.

Ophthalmology, section twelve of *Excerpta Medica*, began monthly publication in May, 1947. As in the other sections it covers the field of theoretical and clinical medical literature in the form of short abstracts. Published by Excerpta Medica, Ltd, 111 Kalverstraat, Amsterdam C. The Netherlands. Local agent for Canada, Central America and the United States, Williams and Wilkins Co., Mount Royal and Guilford Avenues, Baltimore 2. Subscription for this section \$15 or £3 15s a year.

Outreach (formerly *Women and Missions*) is published monthly, except June to September, inclusive, when issued bimonthly, by the Women's Committee of the Boards of Missions and Christian Education of the Presbyterian Church in the U.S.A. Publication office, 24 Johnson Street, Brooklyn 1, N.Y. Editorial and executive offices at 156 Fifth Avenue, New York 10. Price \$1 a year; single copies 15 cents. Postage to Canada and foreign countries extra.

The Overseas Post-Graduate Medical Journal, a quarterly, began October, 1946, with the object of "giving progressive medical men all over the world an epitome of medical knowledge and teaching on all matters of practical importance in their daily lives." Published by the Fellowship of Post-Graduate Medicine, 1 Wimpole Street, London, W.1. Subscription £1 10s a year; single copies 7s 6d.

Pacific Science, a Quarterly Devoted to the Biological and Physical Sciences of the Pacific Region, began publication with the January, 1947, number. It is published by the University of Hawaii, Honolulu 10. Subscription \$3 a year; single copies \$1.

The Pacific Spectator, a Journal of Interpretation, a quarterly, beginning with a winter 1947 number, is published for The Pacific Coast Committee for the Humanities of the American Council of Learned Societies by Stanford University Press, Stanford University, California. Subscription \$3.50 a year; single copies \$1. The New York office is at 440 Fourth Avenue, New York 16.

Palestine Affairs is a monthly information bulletin on Palestine and the Middle East, distributed by American Zionist Emergency Council, 342 Madison Avenue, New York 17.

Philately, the News Magazine of Stamp Collecting, published weekly by Comfort Press, 200 South Seventh Street, St Louis 2, is in its second volume. Subscription \$3 a year; single copies 10 cents.

The Philippine Educator, organ of the Philippine Public School Teachers' Association, is published monthly at 878 Rizal Avenue, Manila. Subscription P 7; single issue 60 centavos.

Philosophic Abstracts has been acquired by The Russell F. Moore Company, 475 Fifth Avenue, New York, from the former publishers, The Philosophical Library, Inc., New York. The editorial management will continue under the direction of Dr. Ralph B. Winn, of Monmouth College and the standing board of editorial contributors here and abroad.

Phoenix Quarterly, a journal directed towards the recovery of unity in religion, politics and art, edited by Maurice Cranston, "will take as its articles of faith that mankind is in a large measure the master of his destiny; that Reason is a guide to truth; that freedom is a proper goal of endeavour; and that moral principles must be the basis of politics as of personal

conduct." It began with an Autumn 1946 issue. Published by Jason Press, 21 Brownlow Mews, London, W.C.1. Subscriptions 7s 6d a year, \$2 in the United States and Canada; 2s a copy.

Photography, a new illustrated quarterly, began with a fall number. "It aims to be the meeting place where technical and creative minds in the field of camera work can greet on intimate terms the vast audiences of serious camera owners who want to express themselves better through the same medium." Published by Ziff-Davis Publishing Company, 185 North Wabash Avenue, Chicago 1. Subscription \$4 for 12 issues; single copy 35 cents. With the Spring issue the name will be changed to *Photo Arts*.

Planning is a small illustrated magazine, published at irregular intervals by School of Architecture, University College, Auckland, New Zealand. First three issues 7s 6d; 2s 6d a copy.

Plant Engineering, is announced by Kingsley L. Rice, president of Technical Publishing Company, publishers of *Power Plant Engineering* for more than 50 years. According to Mr. Rice, *Plant Engineering* will be the first publication edited exclusively for persons engaged in the application and use of electric power and in plant maintenance.—*Sales Management*

Plastic and Reconstructive Surgery, bi-monthly journal of the American Society of Plastic and Reconstructive Surgery, began publication in July, 1946. The editor is Warren B. Davis. Published by the Williams and Wilkins Company, Mount Royal and Guilford Avenues, Baltimore 2. Subscription \$6 a year.

Poets of America is "a magazine of verse for those who make writing verse their hobby," edited by George Scheffel. Published quarterly by the Poets of America Publishing Company, 50 East 9th Street, New York. Subscription \$3 a year; single copies 35 cents.

Point of View, a quarterly, will concentrate on the fields of corporate public relations and company literature. First issue (September) is still considered experimental. There is no price on the magazine at present. Published by Geffen, Dunn & Company, 76 9th Avenue, New York.—*Advertising and Selling*.

Polibiblon, Bibliografia Acumulativa Argentina e Hispanoamericana, began publication with an April number. The bibliography is in two parts; the first is an author and subject list in one alphabet of Argentine books; the second is a list of other Hispanic American books divided by country. Full bibliographical details and prices are given. It is published fortnightly, with annual cumulations. Editorial and administrative offices at Avenida de Mayo 847, Buenos Aires. Subscription including annual volume \$7.

Postgraduate Medicine, the official journal of the Interstate Postgraduate Medical Association of North America, an illustrated monthly, began publication in January. Published by the IPMA Publishing Company, 512 Essex Building, Minneapolis 2. Subscription \$8 a year.

Practical Home Economics has purchased *Better Food*, formerly *American Cookery*, and is consolidating these two ABC publications with the June issue. As only the professional circulation of *Better Food* will be absorbed, *Practical Home Economics* will continue to be a strictly professional home economics magazine. The combined magazine will have more than 20,000 paid circulation.—*Advertising and Selling*

Prevention of Deterioration Abstracts, including journal articles, patents, specifications, unpublished reports, are now available on a yearly subscription basis. The price, including a binder and index guides, will be \$35 for the fiscal year July 1-June 30, back issues being supplied since the Abstracts started in April 1946. Subscriptions may be obtained from Prevention of Deterioration Center, Room 204, 2101 Constitution Avenue, Washington, D.C.—*Science*

"*Print Survey; Review of Recent Fine Prints*"; edited by Alfred Fowler, is a small quarterly, beginning with a spring, 1947, number. It supplies information on new prints. Published at 1244 Martha Custis Drive, Alexandria, Va. Subscription \$2.

Progressive World is a Free Thought monthly, published by Progressive World Association, 325 Prospect Avenue, Clinton, New Jersey. 25 cents a copy.

Public Domain, the Weekly Magazine of Expiring Patents, which suspended publication in 1946, reappeared in May, 1947. Expiring patents are grouped according to subject and printed three months in advance of expiration date. Published by Scientific Publishing Corporation, 49 West 45th Street, New York 19. Subscription \$50 a year; to libraries \$30.

Public Libraries, at present a four-page bulletin, is a channel of communication for members of the Public Libraries Division of the American Library Association. It is hoped later to develop it into a periodical of general help to the public library administrators and their staffs. The first number is dated January. Editor is Ruth W. Gregory, Waukegan, Illinois.

Quarterly Review of Allergy and Applied Immunology began with a March, 1947, number. This is an addition to the various quarterlies published by Washington Institute of Medicine, 1720 M Street, Washington 6. Subscription \$9 a year.

Quarterly Review of Medicine and *Quarterly Review of Surgery*, complying with requests from librarians, will begin new volumes with the first quarter as do the nine other quarterlies

of the Washington Institute of Medicine. A large combined issue will be published in October, designated Volume 4, Number 4. To compensate for this combined issue all subscriptions will be extended one quarter year.

Questions and Answers, volume one, number one, January 1947, is an eight page bulletin of the Foundation for Economic Education. It is to be published not periodically but as often as good questions/warrant. Single copies may be obtained by students free of charge. Ten copies \$1. The Foundation's address is Irvington-on-Hudson, New York.

Radio Best is a large-size illustrated bimonthly published at 452 Fifth Avenue, New York 18. Volume 1, number 1 is dated November 1947. Subscription, 12 issues \$3; single copy 25 cents.

Revista del Instituto Nacional de Pedagogia is a Mexican quarterly that began publication with a January number. Address Ignacio Ramirez, Mexico, D. F.

Rivista delle Biblioteche is a new quarterly library journal published by Istituto Italiano di Bibliografia, Rome. Its aim is not only to present information and studies of the libraries and bibliography of Italy but to become also a channel of relations and exchanges among librarians of all countries. Subscription in Italy 1000l a year; foreign 1600l; single issues 300l and 500l. Address Largo S Lucia dei Filippini 5, Rome.

Revista Mexicana de Higiene Mental, is a Spanish language monthly, published at Gómez Farías no. 56, Mexico, D.F. Subscription \$10 a year.

Revista Rádio-Técnica, a monthly in Portuguese, devoted to radio and electricity, began publication January, 1946. Its offices are at Av. Celso Garcia, 2598 São Paulo, Brazil. Subscription, cr. 35.

Royal Institute of British Architects began November, 1946, the publication of a quarterly *Library Bulletin*. The second number, February 1947, contains an index to the periodicals received in the Library, covering the period July 8 to November 9, 1946. A list of book accessions is also included. The Universal Decimal Classification used in the Library is followed with some adaptation. Subscription 10s a year. The Institute is at 66 Portland Place, London W.1.

Salute is published monthly by Vet Publishers, Inc., 19 Park Place, New York 7, and is sponsored by the former editors and writers of *Yank* and *Stars and Stripes*. It began its second volume in January 1947. Subscription \$3 a year in the United States; elsewhere \$3.50; single copies 25 cents.

Science To-Day, an eight-page weekly publication of pocket-size, issued its first number October 10, 1946. Its announced purpose is to

keep those in schools, universities and Service camps abreast of the main trends in contemporary science by means of news paragraphs and short, not too technical, articles. Edited for Weekly Science Newsletter, Ltd., by A. W. Haslett, 104 Clifton Hill, London, N.W. 8. Subscription 30s a year.

Sélection; Sélection des Travaux Médicaux et Scientifiques de Langue Française, is a new medical bimonthly, published by Masson & Cie., Boulevard Saint-Germain 120, Paris 6^e.

Self Government News Letter is a four-page bulletin published by National Self Government Committee, Inc, 80 Broadway, New York 5. The first number is dated November.

Selling Aids, is a new monthly devoted to sales promotional products used in the selling field, for sales managers and advertising managers associated with business and industrial concerns. It began with a November issue. Published by Selling Aids Publishing Company, 1276 West Third Street, Cleveland 13. Subscription \$3.50 a year; single copies 35 cents.

16-mil Film User, with which is incorporated *Higher Education Gazette*, is a monthly publication for all engaged in the screening of information, education and entertainment, using this size film. Published by Current Affairs, Ltd., 19 Charing Cross Road, London, W.C.2. Subscription 10s a year; single number 1s.

The Slavic American, a Quarterly, beginning with a fall issue, is published by the American Slav Congress, 205 East 42d Street, New York 17. It will contain articles, stories and features explaining domestic and foreign issues, and describing the cultural contributions to America by the twelve Slavic national groups. It will support organized labor and liberal groups in America. Subscription \$1 a year.

The Slovak Review, an American quarterly devoted to Slovak culture, began with an autumn number. It includes history, poetry, fiction, book reviews. Published by the Slovak League of America, Box 208, Scranton 1, Pennsylvania. Subscription \$2 a year; single numbers 50 cents.

The Smart Traveler, a new illustrated monthly, launched July, 1947, tells everything about travel: where to go, how to get there, what to do after getting there, and what it will cost. Published by The Smart Traveler, Inc., 90 West Street, New York 6. Subscription \$3 a year; single copy 25 cents.

The Social Sciences in Mexico and News about the Social Sciences in South and Central America is published quarterly, beginning May, 1947. It is edited by Dr Laszlo Radvanyi, professor of the National School of Economics of the National University of Mexico. Published at Donato Guerra 1, desp. 207, Mexico, D.F. Subscription \$3.50 a year; single copies \$1.

Sociatry, Journal of Group and Intergroup Therapy, a quarterly, beginning March, 1947, contains articles on group therapy methods for administrators, teachers, adult educators, community, group, social and recreational workers and others. Published by Beacon House, Inc., Beacon, New York. Subscription \$5 a year; first single issue \$2.

Soundings, formerly *Free Europe*, proposes to give month by month accounts of the current economic fortunes of contemporary mankind in all the continents, and to review the interaction of politics and economics. Published at 9 Upper Grosvenor Street, London W.1. Subscription 30s a year in the U.K. Foreign subscription \$6; single copy 2s 6d.

South African Library, Quarterly Bulletin, published at Capetown, has for its object making better known, in the Union and elsewhere, the national treasures contained in the Library. The first issue is dated September. Subscription £5; single copies 1s 6d.

Soviet Book News, Literature, Art, Science, a four-page bulletin, is published occasionally by Earl Browder, Incorporated, Soviet Publishers Representatives, 55 West 42d Street, New York 18. Two numbers have been issued in 1947.

Spectrochimica Acta, the publication of which was begun in 1939 by Julius Springer, Berlin, and interrupted shortly afterward by the war, has been re-established as an international organ for spectroscopists and spectrochemists, and is being published in the Vatican under the editorship of Alois Gatterer, assisted by a group of co-workers from other countries, as follows: R. Breckpot (Belgium), H. Kaiser (Germany), E. Van Someren (England), and Lester W. Strock (United States).—*Science*.

Sponsor is an illustrated monthly for buyers of broadcasting, published by Sponsor Publications, Inc., 40 West 52d Street, New York 19. The first issue appeared November, 1946. Subscription \$5 a year; single copies 50 cents.

Style en France, a new art magazine from Paris, with many illustrations in color, has begun its second volume with a January-February-March number. Subscription 1400 fr; single numbers 350 fr. Published by Imprimerie de l'Édition Artistique, 34 Avenue de Saint-Ouen, Paris 18.

Success Today, the Magazine of Personal Achievement, is a quarterly, of digest size, but except for a book digest the articles are original contributions. It began with a summer number. Published by Basic Publications, Concord, New Hampshire. Subscription \$1 a year; single copies 25 cents.

Sundial, a Quarterly of Verse, made its first appearance with the Autumn number, 1946. Its aim is to become a "paragon of contemporary verse". Its call is to all poets who have mastered the craft. Published by Pemmkraft Press, P.O. Box 25, Plattsburg, New York. Subscription \$2 a year; sample copy 50 cents.

Surgery, being Section 9 of *Excerpta Medica*, a monthly abstracting service of the world medical literature, began publication with a September number. Subscription \$25 or £6 4s a year. Published by Excerpta Medica Ltd. 111, Kalverstraat, Amsterdam-C, The Netherlands.

Symposium will be published semi-annually by the Department of Romance Languages of Syracuse University. The first number was issued November, 1946. It will publish scholarly articles dealing with all modern foreign languages and literatures. Subscription \$3 a year; single copies \$2. For volume 1, consisting of three numbers, November, 1946, May and November, 1947, \$4.50.

Syndicate Selling, according to an announcement by Dell Publishing Company, 149 Madison Avenue, New York, will be developed into a complete and full-fledged magazine for the variety store salesgirl and will accept advertising beginning with the January 1948 issue. It is distributed to all 4,614 stores of the ten major variety store chains.

Systems for Government Administrators is a quarterly publication presenting methods that have made good government more effective by improved procedures. Published by Remington Rand, 315 Fourth Avenue, New York 10.

Tell, the Idea Magazine of Marketing, begins regular monthly publication with the April 1947 number. It will be distributed to those in industry and business responsible for selling, advertising, sales promotion, market research, public relations and packaging. Published by Marketing Publications, Inc., 130 West 42d Street, New York 18.

This Month in American Medicine is an abstract journal, now in its second volume, published monthly by Professional Digests, Inc., 665 Lexington Avenue, New York 22. It abstracts over 100 of the important medical journals published in the United States. Subscription \$7 a year.

The Times (London) Trade & Engineering, beginning with the February, 1947, issue, appears in a new form, and the title changes to *The Times Review of Industry*. Rate of subscription will be increased to \$3.05. All existing subscriptions will be filled at the old rate.—*Bulletin of Bibliography*.

Traveltime, The Nation's Vacation and Travel Magazine, is a February newcomer, published monthly by Traveltime Publishing Company, 330 West 42d Street, New York 18. Subscription \$1.50 a year; single copies 15 cents.

Unasylva, an illustrated bimonthly, published by the Food and Agriculture Organization of the United Nations, Division of Forestry and Forest Products, is devoted to fostering worldwide interest in forest management and utilization. Volume one, number one is dated July-August, 1947. It is now published in English and French editions, with a Spanish edition planned for the near future. For the present,

orders for subscriptions or individual copies are taken by the Documents Office, FAO, 2000 Massachusetts Avenue, NW, Washington 6. Subscription \$3.50 a year; single copies 65 cents.

UBEA Forum is published monthly except June, July, August and September by the United Business Education Association, 1201 Sixteenth Street, NW, Washington 6. The first number is dated March 1947. Subscription is included in the \$2 a year membership fee of the Association.

UNESCO Bulletin for Libraries, in its second issue, May, makes an appeal to librarians to send in the name of any library that should receive the *Bulletin* and to pass on their own copies if not needed. The *Bulletin* should be helpful in effecting the exchange and distribution of publications and spreading library information from every country. All future issues of the *Bulletin* will be published fully in French and English. Address United Nations Educational Scientific and Cultural Organization, Paris.

UNESCO Monitor is the official publication of the United Nations Educational, Scientific and Cultural Organization, Unesco House, Paris.

United Nations Educational Scientific and Cultural Organization began in January the publication of *Reconstruction and Rehabilitation Newsletter*. It will be published monthly in English, French, and Spanish versions and may be obtained from the Editor, 19, Avenue Kléber, Paris XVI*.

United Nations World was announced in the January Index. The first issue is dated February. It is not an official publication but an independent journal, a merger of *Asia*, the *Inter-American*, and *Free World*. It aims to give support to the United Nations by helping to create an internationally educated public opinion. It plans publication in many countries. All human activities of international interest are within its scope. Editorial Board: Richard J. Walsh, Chairman; Louis Dolivet, International Editor; Pearl S. Buck, William L. Shirer, Fred Smith. Published by Egbert White, 385 Madison Avenue, New York 17. Subscription \$4 a year. Foreign postage, \$1; single copies 35 cents. It is indexed in *Readers' Guide*.

Universidad de México; Organo de la Universidad Nacional Autónoma de México, a monthly, began publishing last October. Address Universidad Nacional de México, Justo Sierra 16, Mexico, D.F. Subscription \$3 a year; single copies 30 cents.

Universities Quarterly published a second number in February, in an edition of 2,200 copies, most of which were needed to fill annual subscription in fifty different countries. The first number is out of print. Sir Ernest Simon, chairman of the Council, University of Manchester, is chairman of the editorial board. Published at 10 Great Turnstile, London, W.C.1. Five shillings an issue.

University Observer, a Journal of Politics Published at the University of Chicago, is a new quarterly, the first number dated Winter, 1947. Offices, 1005 East 60th Street, Chicago 37. Subscription \$2 a year; single copies 50 cents.

Die Unternehmung; Zeitschrift für Betriebswirtschaft und Organisation is a new quarterly, beginning March, 1947, published by Verlag Paul Haupt, Falkenplatz, 14, Berne. The first number is in the German language with the exception of one article in French. Subscription 16 fr; single copies fr 3.50.

Utah Humanities Review, a Regional Quarterly, began with a January number. Its purpose will be "to report the surveys of a hundred years of community life in and around Utah." It is published at the University of Utah by the Utah Humanities Research Foundation, which was inaugurated by a grant to the University from The Rockefeller Foundation. Subscription \$2 a year; single copies 75 cents. Address, 309 Library Building, University of Utah, Salt Lake City.

Vanguard, published periodically by the Herbert D. Hall Foundation, for furthering industrial education, began with a February 1947 number. The April issue devotes its eight pages to articles on visual methods of instruction. Published at 99 Lincoln Park, Newark, New Jersey.

Varsity, the Young Man's Magazine, will be published every other month beginning June, 1947, by The Parents' Institute, Inc., 4600 Diversey Avenue, Chicago. Subscription \$3 for twelve issues; single copies 25 cents.

Vend is the new trade paper of the "automatic merchandizing" industry. It began with a November number. It is an illustrated monthly published by The Billboard Publishing Company, 155 N. Clark Street, Chicago 1. New York branch office is at 1564 Broadway. The magazine is devoted exclusively to promoting the sale of products and services thru vending machines. Subscription \$2 a year; single copies 25 cents.

"Verre et Silicates Industriels," which suspended operations during World War II, has resumed publication and becomes the official organ of the Institut National du Verre, recently organized at Charleroi, Belgium.

Veterans Magazine is owned, staffed, and written by and for former and present members of the United States armed forces, and serves as a medium of expression for the veterans of both world wars. The magazine is of large size and profusely illustrated. Published monthly beginning August, 1946, by John Ralph Evans. Editorial and business offices, 624 S. Michigan Avenue, Chicago 5. Subscription \$5 a year; single copies 50 cents.

Veterans Voice is a quarterly publication of the Kings County Council, Jewish War Veterans of the United States. Its second number is dated Fall, 1947. Published at 38 Park Row, New York. Subscription \$3 a year.

Video, a television newsletter, is published weekly by United Video, 516 Fifth Avenue, New York 18. First issue September 15.

Vogue plans to publish twenty issues each year in place of the present twenty-four. The issues of December 15, 1947, and January, June and July 15, 1948, will be combined with the issues appearing on the first of those months. The newsstand price of *Vogue* has been advanced from 35 cents to 50 cents a copy.

Weather, a Monthly Magazine for All Interested in Meteorology, is published by the authority of the Royal Meteorological Society. The first number was issued in May, 1946. The Society's offices are at 28 Deanhill Court, East Sheen, London, S.W.14. Subscription 18s, post free; single numbers 1s 6d.

Weight Engineering has been discontinued with the 1946 Winter issue.

Western Finishing, devoted to the service of the industrial coatings industry of the Pacific West, began in September, 1947. Published monthly by The Linley Publishing Company, 1872 West 54th Street, Los Angeles, California. Subscription \$2.50; single copies 25 cents.

Western Printer & Lithographer, the News Magazine of Western Graphic Arts, an illustrated monthly, began with a September, 1947 number. Publisher, C. J. Ver Halen; Editors, Robert Black and Roby Wentz. Address is 450 N. Robertson Blvd., Los Angeles 36. Subscription \$3 a year.

Wisconsin Idea Theatre Quarterly is devoted to the idea of a people's theater for Wisconsin. Junius Eddy is editor. Published by the Extension Division's Department of Debating and Public Discussion, and distributed to the statewide mailing list of the Wisconsin Idea Theatre. Address all communications to: The Wisconsin Idea Theatre, Science Hall, The University of Wisconsin, Madison 6.

Wood, an illustrated monthly magazine of the wood industry, began with a September issue, published by Vance Publishing Corporation, 139 North Clark Street, Chicago 2. Subscription \$4; single copies 50 cents.

Working Together, a Present-Day Journal for Labour and Capital, was launched as a pocket-size bimonthly publication with the January-February, 1947, number. Its theme is copartnership. Published by the Employee Partnership Institute, 81 River Road, Hamilton, New Zealand. Subscription 5s a year; single copy 1s.

World Affairs, a quarterly published under the auspices of The London Institute of World Affairs, began publication of volume one (new series) January, 1947. The object of the Institute is the "promotion of education in world problems." Published by Stevens & Sons, Ltd, 119-120 Chancery Lane, London W.C. 2. Subscription free to members; to others 10s a year; single copies 2s 6d.

World Affairs Bulletin is successor to the popular *APS Bulletin*, published during the war-years by the American Peace Society. It will be edited by Franklin Dunham, Executive Secretary of the Society, as a monthly publication. The first issue, processed, ten pages, is dated February, 1947. Publication office 734 Jackson Place, Washington 6.

World Markets, a Weekly Review of Raw Materials and Commodities, began publication September 9 and is issued every Monday. The Review has a staff of reporters and correspondents in important market centers thruout the world who report every week by airmail and cable existing trade and market conditions in their respective countries. These reports include current market prices, the status of supply and demand, sales and purchases consummated, changes in government regulations as they affect imports and exports, and other important business news pertaining to raw materials and commodities. A special Review Section printed in Spanish and French presents reviews of important trade developments of the week. Published by Atlas Publishing Company, 425 West 25th Street, New York 1. Subscription \$10 a year; \$17.50 by air express.

World Oil will be published monthly, effective October, after thirty-one years of continuous publication as a weekly. Known as *The Oil Weekly*, prior to July 7, 1947.

Xochiquetzal, Ilustrador Indo-Latino-Americano de Cultura y Turismo, now in its second volume, is a monthly published at Consulado 314, Dept. 39, Habana, Cuba. Subscriptions \$2.40 a year; single numbers 20 cents.

Your Business, published by Liberty Distributors, an eleven-year-old hardware wholesalers' buying group, is for distribution to the 80,000 retail customers of its twenty-six members. It is a small-size monthly, a merchandizing aid to hardware dealers. Subscription \$1 a year. Published at 14 North 5th Street, Philadelphia 5. The first issue was July, 1946.

Zane Grey's Western Magazine, a small-size monthly, containing short stories, fact features, verse and novel abridgment, is published by Dell Publishing Company, 149 Madison Avenue, New York 16. Subscriptions \$3 a year; single copies 25 cents.

List of Periodicals Indexed

- A S M E Trans**—Transactions of the American Society of Mechanical Engineers. \$12; single numbers \$1.50. m (except Mr, Je, S, D) American Society of Mechanical Engineers, 29 W 39th St, New York 18 (1v:Ja v69;i-l) \$7.50 to members and affiliates
- Acoustical Soc Am J**—Journal of the Acoustical Society of America. \$8; single numbers \$1.80. bi-m American Institute of Physics, 57 E 55th St, New York 22 (1v:Ja v19;i-s)
Indexing began July 1940 v 12, no 1
Changed to bi-monthly beginning January, 1947
- Adv & Sell**—Advertising and Selling. \$4; single numbers 35c. m Moore-Robbins Pub. co, Inc, 9 E 38th St, New York 16 (1v:Ja v40;i-none)
Annual advertising awards issue \$1
- Advanced Management**—Advanced Management, \$6; single numbers \$1.50. q Society for the Advancement of Management, Inc, 84 William St, New York 7 (1v:Mr v12;i-l)
Formerly Society for the Advancement of Management Journal, a bi-monthly
- Aero Digest**—Aero Digest. \$3; single numbers 50c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York 22 (2v:Ja,Jl v54-55; i-l)
Published semi-monthly beginning January 1944. Changed to monthly beginning January 1946
- Aeronautical Eng R**—Aeronautical Engineering Review. \$3; single numbers 30c. m Institute of the Aeronautical Sciences, Inc, 2 E 64th St, New York 21 (1v:Ja v6;i-s)
Formerly Journal of the Aeronautical Sciences, Aeronautical Review Section
- Air Transport**—Air Transport. \$3; single numbers 35c. m McGraw-Hill Pub. co, Inc, 330 W 42d St, New York 18 (1v:Ja v5;i-none)
Began publication September, 1943
- Am Assn of Textile Chemists and Colorists.** Proceedings. Published in American Dyestuff Reporter
- Am Assn Pet Geologists Bul**—Bulletin of the American Association of Petroleum Geologists. \$15; single numbers \$1.50. m American Association of Petroleum Geologists, Inc, Box 979, Tulsa 1, Oklahoma (1v:Ja v31;i-s)
- Am Bankers Assn J.** See Banking
- Am Bld**—American Builder and Building Age. \$3; single numbers 35c. m Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (1v:Ja v69;i-none)
- Am Bsns**—American Business combined with System. \$4; single numbers 35c. m Dartnell Publications, Inc, 4660 Ravenswood Av, Chicago 40 (1v:Ja v17;i-none)
- Am Cer Soc Bul**—Bulletin of the American Ceramic Society. \$4; single numbers 50c. m American Ceramic Society, 2525 N High St, Columbus 2, Ohio (1v:Ja v26;i-s)
Ceramic Abstracts, formerly published as part of the Bulletin, is included in American Ceramic Society Journal beginning January 1946
- Am Cer. Soc J**—Journal of the American Ceramic Society; Ceramic Abstracts. \$15; single numbers \$1.50. m American Ceramic Society, 2525 N High St, Columbus 2, Ohio (1v:Ja v30;i-s)
- Am Chem Soc J**—Journal of the American Chemical Society. \$8.50; single numbers 75c. m American Chemical Society, 1155 16th St, N.W., Washington 6, D.C. (1v:Ja v69;i-s)
- Am Concrete Inst J**—Journal of the American Concrete Institute. \$10; single numbers \$1.25. m (except Jl and Ag) American Concrete Institute, 742 New Center Bldg, Detroit 2, Mich. (1v:S v19;i-l)
- Am Dyestuff Rep**—American Dyestuff Reporter. \$5. bi-w Howes Pub. Co, 1 Madison Av, New York 10 (1v:Ja v36;i-s)
Includes Proceedings of American association of textile chemists and colorists
- Am Gas Assn Mo**—American Gas Association Monthly. \$3. m (bi-m Jl-Ag) American Gas Assn, Inc, 420 Lexington Av, New York 17 (1v:Ja v29;i-l)
- Am Gas Assn Proc**—American Gas Association Proceedings. Annual convention proceedings. American Gas Association, Inc, 420 Lexington Av, New York (28th annual convention, 1946)
- Am Gas J**—American Gas Journal. \$2; single numbers 25c. m American Gas Journal, Inc, 53 Park Pl, New York 7 (2v:Ja,Jl v166-167; i-l)
- Am Inst Banking Bul**—Bulletin of the American Institute of Banking. \$1; single numbers 25c. q American Bankers Assn, American Institute of Banking Section, 12 E. 36th St, New York 16 (1v:Ja v29;i-l)
Indexing discontinued with the October issue, 1947
- Am Inst Chem Eng Trans**—American Institute of Chemical Engineers. Transactions. \$10; single numbers \$2. bi-m American Institute of Chemical Engineers, 50 E 41st St, New York 17 (1v:F v42;i-s)
Published as section of Chemical Engineering Progress beginning January, 1947
- Am Inst E E J.** See Elec Eng
- Am Inst of Mining and Metallurgical Engineers.** See Min & Met
- Am J Sci**—American Journal of Science. \$6; single numbers 60c. m American Journal of Science, New Haven, Conn. (1v:Ja v245;i-s)
- Am Mach**—American Machinist. \$5; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v91;i-r)
- Am Pet Inst Proc**—American Petroleum Institute Proceedings. 50 W 50th St, New York
- Am Soc C E Proc**—Proceedings of American Society of Civil Engineers. \$8; single numbers \$1. m (except Jl and Ag) American Society of Civil Engineers, 33 W 39th St, New York 18 (1v:Ja v73;i-s)
- Am Soc for Metals Trans**—Transactions of the American Society for Metals, 3v v35 '45, v36, v37 '46 American Society for Metals, 7301 Euclid Av, Cleveland 3, Ohio
Published in 2 volumes soon after annual meeting
Formerly Transactions of American Society for Steel Treating
- Am Soc Heat & V E J.** See Heating-Piping
- Am Soc M E J.** See Mech Eng
- Am Soc M E Trans.** See A S M E Trans
- Am Soc Steel Tr Trans.** See Am Soc for Metals Trans
- Am Soc T M Proc**—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 1916 Race St, Philadelphia 3 (1v:v46)

Publications of societies, institutions, etc. are listed under the names of the organizations.

i-l=index sent loose; i-r=index sent upon request; i-s=index stitched in volume.

Month abbreviation followed by volume number=Month in which new volume begins and the number of the new volume beginning in 1947.

- Am Stat Assn J**—Journal of the American Statistical Association. \$6; single numbers \$1.50. q American Statistical Association, 1603 K. St. N.W., Washington 6, D.C. (1v: Mr v42;i-s)
- Am Water Works Assn J**—Journal of the American Water Works Association. \$7; single numbers 75c. to members 50c. m American Water Works Assn, 500 Fifth Av., New York 18 (1v:Ja v39;i-s)
- Anal Chem**—Analytical Chemistry. \$3; single numbers 50c. m American Chemical Society, 1155 16th St. N.W., Washington 6, D.C. (1v:Ja v19;i-s)
Formerly Industrial and Engineering Chemistry Analytical Edition
Not sold separately thru 1947. Combination rate, 1948, \$6
- Ann Am Acad**—Annals of the American Academy of Political and Social Science. \$5; single numbers \$2. bi-m American Academy of Political and Social Science, 3457 Walnut St., Philadelphia 4 (6v:Ja,Mr,My,JI,S,N v249-254;i-s)
Published also in cloth \$7.50; single numbers \$2.50
- Arch Forum**—Architectural Forum. \$5.50; single numbers \$1. m Time, Inc., 540 North Michigan Av., Chicago 11 (2v:Ja,JI v86-87;i-r)
- Arch Rec**—Architectural Record. \$4.50; single numbers \$1. m F. W. Dodge Corp., 119 W 40th St., New York 18 (2v:Ja,JI v101-102;i-s)
- Assn of Sp Lib & Inf Bur Proc**—Association of Special Libraries and Information Bureaux Proceedings. 7s 6d. annual Association of Special Libraries and Information Bureaux, 52, Bloomsbury St., London, W.C. 1
Not published in 1940 or 1941
1946 indexed in this volume
- Automobile Eng**—The Automobile Engineer. £1 17s 6d; single numbers 2s 6d. m Iliffe & Sons, Ltd., Dorset House, Stamford St., London, S.E. 1 (1v:Ja v37;i-r;cost 6d)
Annual extra number published in November
- Automotive & Aviation Ind**—Automotive and Aviation Industries. \$2; single numbers 25c. s-m Chilton Co., Chestnut & 56th Sts., Philadelphia 39 (2v:Ja,JI v96-97;i-none)
Former title Automotive Industries resumed July 1, 1947
Price of March 15 issue is 50c
- Automotive Ind**—Automotive Industries. \$2; single numbers 25c. s-m Chilton Company, Chestnut & 56th Sts., Philadelphia 39 (2v:Ja,JI v96-97;i-none)
Title was Automotive & Aviation Industries from February 1, 1942 thru June 15, 1947
- Aviation**—Aviation \$5; single numbers 50c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St., New York 18 (1v:Ja v46;i-none)
- Aviation N**—Aviation News. \$5; single numbers 50c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St., New York 18 (2v:Ja,JI v7-8;i-none)
Began publication August 2, 1943
- Aviation W**—Aviation Week. \$5; single numbers 50c. w McGraw-Hill Pub. Co., Inc., 330 W 42d St., New York 18 (1v:JI v47;i-none)
Merger of Aviation and Aviation News beginning July 7, 1947
- Bankers Mo**—Bankers Monthly. \$5; single numbers 50c. m Rand McNally & Co., 536 South Clark St., Chicago 5 (1v:Ja v64;i-none)
Formerly Rand McNally Bankers Monthly
- Banking**—Banking; Journal of the American Bankers Association. \$4; single numbers 35c. m American Bankers Association, 12 E 36th St., New York 16 (1v:JI v40;i-r)
Formerly American Bankers Association Journal
- Banking Law J**—Banking Law Journal (combined with the Bankers Magazine) \$8; single numbers 75c. m Bankers Publishing Co., 465 Main St., Cambridge 42, Mass. (1v:Ja v64;i-s)
Combined with Bankers Magazine, July 1943
Indexing discontinued with the December issue, 1947
- Barron's**—Barron's. \$10; single numbers 25c. w Barron's Pub. Co., Inc., 40 New St., New York 4 (1v:Ja v27;i-r)
- Bell System Tech J**—Bell System Technical Journal. \$1.50; single numbers 50c. q American Telephone and Telegraph Co., 195 Broadway, New York (1v:Ja v26;i-r)
- Blast F & Steel Pl**—Blast Furnace and Steel Plant. \$2.50; single numbers 50c. January and August numbers \$1 ea. m Steel Publications, Inc., Thaw Bldg., 108 Smithfield St., Pittsburgh 30, Pa. (1v:Ja v35;i-s)
- Boston Soc C E J**—Journal of the Boston Society of Civil Engineers. \$4; single numbers \$1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston (1v:Ja v34;i-s)
Indexing discontinued with the October issue, 1947
- Brick & Clay Rec**—Brick and Clay Record. \$5; single numbers 50c. m Industrial Publications, Inc., 5 S Wabash Av., Chicago 3 (2v:Ja,JI v110-111;i-s)
- Bsns W**—Business Week. \$5; single numbers 20c. w McGraw-Hill Pub. Co., Inc., 330 W 42d St., New York 18 (without v no;i-r)
- Burroughs Clearing House**—Burroughs Clearing House. m Burroughs Adding Machine Co., Second Blvd. and Burroughs Av., Detroit 32, Mich. (1v:O v32;i-none)
- Bus Transportation**—Bus Transportation. \$5; single numbers 50c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St., New York 18 (1v:Ja v26;i-r)
Price of January issue is \$1
- CAA J**—Civil Aeronautics Administration Journal; issued monthly by the Civil Aeronautics Administration. 75c. m Superintendent of Documents, Washington 25, D.C. (1v:Ja v8;i-s)
Formerly Civil Aeronautics Journal; name changed with April 15, 1945 number
- Can Chem & Process Ind**—Canadian Chemistry and Process Industries. \$4; single numbers 40c. m Westman Publications, Ltd., 137 Wellington St., West, Toronto, Ont. 1 (1v:Ja v31;i-r)
Formerly Canadian Chemistry and Metallurgy
- Can Min J**—Canadian Mining Journal. \$3; single numbers 25c. m National Business Publications, Ltd., Gardenvale, Que. (1v:Ja v68;i-s)
- Cer Ind**—Ceramic Industry. \$4; single numbers 50c. m Industrial Publications, Inc., 59 E Van Buren St., Chicago 5 (2v:Ja,JI v48-49;i-s)
Price of January issue \$2
- Chem Age (Lond)**—The Chemical Age. 26s; single numbers 10d. w Benn Brothers, Ltd., Bouverie House, 154 Fleet St., London, E.C. 4 (2v:Ja,JI v56-57;i-r)
- Chem & Eng N**—Chemical and Engineering News. \$4; single numbers 15c. w American Chemical Society, 1155 16th St. N.W., Washington 6, D.C. (1v:Ja v25;i-s)
- Chem & Ind**—Chemistry and Industry. £3; single numbers 2s. w Society of Chemical Industry, 56 Victoria St., London, S.W.1 (without v no;i-s)
Published as section of Journal of the Society of Chemical Industry until 1937
Combined number, February 22, March 1 and March 8
- Chem & Met Eng**—Chemical and Metallurgical Engineering. \$3; single numbers 35c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St., New York 18 (1v:Ja v53;i-r)
Name changed to Chemical Engineering August, 1946
- Chem Eng**—Chemical Engineering with Chemical and Metallurgical Engineering. \$5; single numbers 50c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St., New York 18 (1v:Ja v54;i-s)
- Chem Eng Prog**—Chemical Engineering Progress. \$6; single numbers 75c. m American Institute of Chemical Engineers, 50 E 41st St., New York 17 (1v:Ja v43;i-s)
- Chem Ind**—Chemical Industries. \$5; single numbers 60c. m Maclean-Hunter Pub. Corp., 309 W Jackson Blvd., Chicago 6 (2v:Ja,JI v60-61;i-l)
Published twice in November; second issue, Buyer's Guidebook number \$2

- Chem R**—Chemical Reviews. \$3 (\$7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Mount Royal and Guilford Aves, Baltimore 2, Md. (2v:F,Ag v40-41;i-s)
- Chem Soc J**—Journal of the Chemical Society. £3 15s. m The Chemical Society, Burlington House, Piccadilly, London, W. 1 (without v no:i-l)
- Chimie & Ind**—Chimie & Industrie. m Société de Chimie Industrielle, 28 Rue Saint-Dominique, Paris, France (7°)
Indexing interrupted by war. Ja-Mr, 1946 indexed in 1946/annual. Regular indexing resumed, volumes 57 and 58, 1947, but discontinued with the December 1947 issue
- Civil Aero J**—Civil Aeronautics Journal. See CAA J
- Civil Eng**—Civil Engineering. \$5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York 18 (1v:Ja v17;i-r)
- Coal Age**—Coal Age. \$5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v52;i-r)
- Comm & Fin Chr**—Commercial & Financial Chronicle. \$35; single numbers Monday ed. 75c, Thursday ed. 30c. s-w William B. Dana Co, 25 Park Pl, New York 8 (2v:Ja,Jl v165-166;i-l)
- Comp Air Mag**—Compressed Air Magazine. \$3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey (1v:Ja v52;i-r)
- Concrete**—Concrete. \$3; single numbers 40c. m Concrete Pub. Corp, Daily News Plaza, 400 W Madison St, Chicago 6 (1v:Ja v55;i-s)
- Consumers Res Bul**—Consumers' Research Bulletin (Not Confidential). \$3; single numbers 30c. m Consumers' Research, Inc, Washington, New Jersey (2v:Ja,Jl v19-20;i-s)
- Credit & Fin Management**—Credit and Financial Management. \$3; single numbers 25c. m National Association of Credit Men, 1309 Noble St, Philadelphia 23, Pa.; 1 Park Av New York 16 (1v:Ja v49;i-s)
- Diesel Power**—Diesel Power and Diesel Transportation. \$3; single numbers 35c. m Diesel Publications, Inc, 192 Lexington Av, New York 16 (1v:Ja v25;i-none)
- Dom Comm**—Domestic Commerce. Issued by U.S. Department of Commerce. \$2; single numbers 20c. m Superintendent of Documents, Washington 25, D.C. (1v:Ja v35;i-none)
Publication discontinued with the September 1947 issue
- Dom Eng**—Domestic Engineering. \$3; single numbers 30c. m Domestic Engineering Co, 1900 Prairie Av, Chicago 16 (2v:Ja,Jl v169-170;i-none)
- Dun's R**—Dun's Review. \$4; single numbers 35c. m Dun & Bradstreet, Inc, 290 Broadway, New York 8 (1v:Ja v55;i-r)
Formerly Dun & Bradstreet Monthly Review
- Dun's Stat R**—Dun's Statistical Review. \$2. m Dun & Bradstreet, Inc, 290 Broadway, New York 8 (1v:Ja v11;i-none)
Indexing discontinued with the December issue, 1947
- East Underw**—Eastern Underwriter. \$5; single numbers 25c. w Eastern Underwriter Co, 41 Maiden Lane, New York 7 (1v:Ja v48;i-none)
- Econ Geol**—Economic Geology. \$5; single numbers \$1. s-q Economic Geology Pub. Co, M. M. Leighton, Business Mgr, Urbana, Ill. (1v:Ja v42;i-s)
- Economist**—Economist. £3; single numbers 1s. w Economist Newspaper, Ltd, 22 Ryder St, St James's, London, S.W.1 (2v:Ja,Jl v152-153;i-l)
- Edison Elec Inst Bul**—Edison Electric Institute Bulletin. \$2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York 17 (1v:Ja v15;i-l)
- Elec Eng**—Electrical Engineering. \$12; single numbers \$1.50. m American Institute of Electrical Engineers, 500 5th Av, New York 18 (1v:Ja v66;i-l)
- Elec R (Lond)**—Electrical Review. £2 7s 8d; Canadian subs £2 3s 4d; single numbers 9d. w Electrical Review, Dorset House, Stamford St, London S.E. 1 (2v:Ja,Jl v140-141;i-r)
- Elec West**—Electrical West. \$2; single numbers 25c. m McGraw-Hill Co, of California, 68 Post St, San Francisco 4, Calif. (2v:Ja,Jl v98-99;i-r)
- Elec World**—Electrical World. \$6; single numbers 35c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (2v:Ja,Jl v127-128;i-l)
Regular issue alternates with a News Edition
- Electrician**—Electrician. 30s; single numbers 6d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v138-139;i-l)
- Electrochem Soc Trans**—The Electrochemical Society. Preprints. The Electrochemical Society, 235 W 102d St, New York 25
Formerly American Electrochemical Society
Preprints replaced by Journal (monthly) January 1948, volume 93
- Electronics**—Electronics. \$6; single numbers 75c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v20;i-s)
Price of Directory issue \$2
- Eng & Min J**—Engineering and Mining Journal. \$3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v148;i-s)
- Eng Educ**. See J Eng Educ
- Eng N**—Engineering News-Record \$6; single numbers 35c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (2v:Ja,Jl v138-139;i-r)
Regular issue alternates with a News Edition
- Engineer**—Engineer. £4 10s; Canadian subs £4 5s; single numbers 1s 9d. w Engineer, 28, Essex St, Strand, London, W.C. 2 (2v:Ja,Jl v183-184;i-l)
- Engineering**—Engineering. £4 10s; Canadian subs £4 5s; single numbers 1s 6d. w Engineering, Ltd, 35 and 36 Bedford St, Strand, London, W.C. 2 (2v:Ja,Jl v163-164;i-r)
- Explosives Eng**—The Explosives Engineer. \$1; single numbers 25c. bi-m Explosives Engineer, 848 Delaware Trust Bldg, Wilmington, Delaware (1v:Ja v25;i-l)
Changed to a bi-monthly beginning January 1943
- Factory Management**—Factory Management and Maintenance. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v105;i-r)
April number published in two parts, Industrial Plant Buildings
- Fed Res Bul**—Federal Reserve Bulletin. \$2; single numbers 20c (to non-members). m Board of Governors of the Federal Reserve System, Constitution Av at 20th St, Washington 25, D.C. (1v:Ja v33;i-s)
- Food Ind**—Food Industries. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v19;i-s)
- For Comm W**—Foreign Commerce Weekly. Issued by U.S. Department of Commerce. \$6; single numbers 15c. w Superintendent of Documents, Washington 25, D.C. (4v: 13 issues in each v26-29;i-none)
Replaces Commerce Reports and Comparative Law Series
- Fortune**—Fortune. \$10; single numbers \$1. m Time, Inc, 540 North Michigan Av, Chicago 11 (2v:Ja,Jl v35-36;i-r)
- Foundry**—Foundry. \$3; single numbers 35c. m Penton Pub. Co, Penton Bldg, Cleveland 13, O. (1v:Ja v75;i-r)
- Franklin Inst J**—Journal of the Franklin Institute. \$8; single numbers \$1. m Franklin Institute, Benjamin Franklin Parkway at 20th St, Philadelphia 3 (2v:Ja,Jl v243-244;i-s)
- Gas Age**—Gas Age combining Natural Gas, Gas Age, Gas Record. \$4; single numbers 25c. bi-w Moore-Robbins Pub. Co, Inc, 9 E 38th St, New York 16 (2v:Ja,Jl v99-100;i-l)

- Gas J (Lond)**—Gas Journal. 52s; single numbers 1s. m Walter King, Ltd, 11, Bolt Court, Fleet St, London, E.C. 4 (4v:Ja,Ap,JI, O v249-252;i-l)
Indexing discontinued with the December issue, 1947
- Gen Elec R**—General Electric Review. \$3.50; single numbers 35c. m General Electric Co, Schenectady 5, N.Y. (1v:Ja v50;i-l)
- Génie Civil**—Génie Civil. 600 fr; single numbers 50fr. s-m Génie Civil, 5 Rue Jules-Lefebvre, Paris (9*), France (1v:Ja v124;i-l)
Indexing resumed January 1946
Indexing discontinued with the December issue, 1947
- Geol Soc Bul**—Bulletin of the Geological Society of America. \$10. m Geological Society of America, H. R. Aldrich, sec, 419 W 117th St, New York 27 (1v:Ja v58;i-l)
- Geol Soc Proc**—Proceedings volume of Geological Society of America for 1946. Geological Society of America, H. R. Aldrich, sec, 419 W 117th St, New York 27
- Glass Ind**—Glass Industry. \$3; single numbers 25c. m Ogden Pub. Co, 55 W 42d St, New York 18 (1v:Ja v28;i-s)
- Harvard Bsns R**—Harvard Business Review. \$6; single numbers \$1.50. bi-m Harvard Business Review, Soldiers Field, Boston 63 (1v:Ja v26;i-s)
Changed from quarterly to bi-monthly beginning January 1948
- Heat & Ven**—Heating and Ventilating. \$3; single numbers 30c. m Industrial Press, 148 Lafayette St, New York 13 (1v:Ja v44;i-r)
- Heating-Piping**—Heating, Piping and Air Conditioning. \$3; single numbers 35c. m Keeney Pub. Co, 6 N Michigan Av, Chicago 2 (1v:Ja v19;i-s)
Includes American Society of Heating and Ventilating Engineers Journal section
- Ill U Eng Exp Sta Bul**—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana
- Ill U Eng Exp Sta Circ**—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill, Urbana
- Illum Eng**—Illuminating Engineering including Transactions of the Illuminating Engineering Society. \$10; single numbers \$1.50. m (except Ag and O) Illuminating Engineering Society, 51 Madison Av, New York 16 (1v:Ja v42;i-s)
- Ind & Eng Chem**—Industrial and Engineering Chemistry. \$4; single numbers 75c. m American Chemical Society, 1155 16th St, N.W., Washington 6, D.C. (1v:Ja v39;i-s)
Analytical Edition now Analytical Chemistry sold only as a unit with Industrial and Engineering Chemistry thru 1947
Combination rate, 1948, \$6
- Ind & Eng Chem Anal ed**—Industrial and Engineering Chemistry Analytical Edition, single numbers 50c. m American Chemical Society, 1155 16th St, N.W., Washington 6, D.C. (1v:Ja v18;i-s)
Name changed to Analytical Chemistry January, 1947
- Ind Marketing**—Industrial Marketing. \$2; single numbers 20c. m (s-m during O) Advertising Publications, Inc, 100 East Ohio St, Chicago 11 (1v:Ja v32;i-none)
October 25th issue not sold separately
- Ind Med**—Industrial Medicine. \$5; single numbers 75c. m Industrial Medicine Pub. Co, 605 North Michigan Av, Chicago 11 (1v:Ja v16;i-s)
- Ind Stand**—Industrial Standardization. \$4; single numbers 35c. bi-m American Standards Association, 70 E 45th St, New York 17 (1v:Ja v18;i-l)
Changed from monthly to bi-monthly beginning November 1947
- Index**—Index. q New York Trust Company, 100 Broadway, New York (1v:[Mr] v27;i-s)
- India Rubber World**—India Rubber World Natural & Synthetic. \$3; single numbers 35c. m Bill Brothers Publishing Corporation, 386 4th Av, New York 16 (2v:Ap,O v116-117;i-s)
- Inland Ptr**—Inland Printer. \$4; single numbers 40c. m Maclean-Hunter Pub. Corp, 309 W Jackson Blvd, Chicago 6; 522 5th Av, New York 18 (2v:Ap,O v119-120;i-none)
- Inst Chem Eng Trans**—Transactions of the Institution of Chemical Engineers. annual Institution of Chemical Engineers, 56 Victoria St, Westminster, London, S.W. 1 (1v:v21 1943)
Indexing discontinued with volume 21, 1943 [published 1947]
- Inst E E J**—Journal of the Institution of Electrical Engineers. single numbers pt1 6s; pt2 7s 6d; pt3 7s 6d m The Institution, Savoy Place, Victoria Embankment, London, W.C. 2 (1v:Ja v94;i-l)
Beginning with volume 88 published in three parts: pt 1, General, m (Ja); pt 2, Power Engineering, bi-m (F); pt 3, Radio and Communication Engineering, bi-m (Ja)
- Inst Mech Eng J & Proc**—Institution of Mechanical Engineers. Journal and Proceedings. Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1
Four numbers published in 1947 (v 154, no 4, March, v 156, nos 1-3, June, Sept., Dec.) Journal published separately in other months (Ja, F, Ap, My, O, N)
- Inst Pet J**—Journal of the Institute of Petroleum. £3 13s 6d; single numbers 7s 6d. m Institute of Petroleum, 26 Portland Pl, London, W. 1 (1v:Ja v33;i-s)
Formerly Journal of the Institution of Petroleum Technologists
- Inst Radio Eng Proc**—Proceedings of the Institute of Radio Engineers and Waves and Electrons. \$12; single numbers \$1.50. m Institute of Radio Engineers, Inc, 1 East 79th St, New York 21 (1v:Ja v35;i-s)
Includes, beginning volume 34, January 1946, a section, Waves and Electrons, with separate volume number [1] and pagination thru April 1946. Paging continuous beginning with May number
- Int Labour R**—International Labour Review. \$5; single numbers 50c. m International Labour Office, 734 Jackson Pl, Washington 6, D.C. (2v:Ja,JI v55-56;i-s)
Two numbers in one issue thru 1946
- Iron Age**—Iron Age. \$8; single numbers 35c. w Chilton Co, Inc, Chestnut & 56th Sts, Philadelphia 39; 100 E 42d St, New York 17 (2v:Ja,JI v159-160;i-r)
- Iron & Steel Inst J**—Journal of the Iron and Steel Institute, s-annual Iron and Steel Institute, 4, Grosvenor Gardens, London, S.W. 1 (2v:152 1945 no2)
Publication of volumes 153 and 154 (1946, numbers 1 & 2) delayed. Will be indexed in 1948. Monthly publication began with volume 155, January, 1947, 3 volumes a year. Indexed in 1947. Annual price £5; single numbers 10s
- J Account**—Journal of Accountancy. \$5; single numbers 50c. m American Institute Pub. Co, Inc, 13 E 41st St, New York 17 (2v:Ja,JI v83-84;i-s)
- J Aeronautical Sci**—Journal of the Aeronautical Sciences. \$7; single numbers 70c. m Institute of the Aeronautical Sciences, Inc, 2 E 64th St, New York 21 (1v:Ja v14;i-s)
Review section now published as Aeronautical Engineering Review
Changed from monthly to quarterly July, 1943. Monthly publication resumed January, 1946
- J Ap Phys**—Journal of Applied Physics. \$8; single numbers \$1. m American Institute of Physics, 57 E 55th St, New York 22 (1v:Ja v18;i-s)
\$6 to members of scientific societies
- J Bsns**—Journal of Business of the University of Chicago. \$4; single numbers \$1.25. q University of Chicago Press, 5750 Ellis Av, Chicago (1v:Ja v20;i-s)
- J Chem Educ**—Journal of Chemical Education. \$3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa. (1v:Ja v24;i-s)
- J Chem Phys**—Journal of Chemical Physics. \$10; single numbers \$1. m American Institute of Physics, 57 E 55th St, New York 22 (1v:Ja v15;i-s)

- J Doc**—Journal of Documentation. 25s or \$6; single numbers 7s 6d or \$1.75. q Association of Special Libraries and Information Bureaux, 52 Bloomsbury St, London, W.C. 1 (1v:Je v3; i-1)
- J Eng Educ**—Journal of Engineering Education. \$3; single numbers 50c. m except (Jl and Ag) American Society for Engineering Education, F. L. Bishop, Ed, University of Pittsburgh, Pittsburgh 13, Pa. (1v:S v38;i-s)
- J Fr Inst**—See Franklin Inst J
- J Ind Hygiene**—The Journal of Industrial Hygiene and Toxicology. \$8; single numbers \$1.50. bi-m Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore 2, Md. (1v:Ja v29; i-1)
- J Land & Pub Util Econ**—Journal of Land and Public Utility Economics. \$5; single numbers \$1.50. q University of Wisconsin, Madison 6, Wis. (1v:F v23;i-1)
- J Phys & Colloid Chem**—The Journal of Physical and Colloid Chemistry. \$10; single numbers \$1.25. m (except Jl, Ag and S) Williams & Wilkins Co, Mt. Royal & Guilford Aves, Baltimore 2, Md. (1v:Ja v51;i-s)
Changed to a bi-monthly beginning January, 1944
Changed from bi-monthly to monthly beginning January 1948
- J Res Nat Bur Stand**—Journal of Research of the National Bureau of Standards. \$4.50. m Superintendent of Documents, Washington 25, D.C. (2v:Ja,Jl v38-39;i-s)
- J Retailing**—Journal of Retailing. \$1.50; single numbers 40c. q New York University School of Retailing, 100 Washington Square, New York 3 (1v:F v23;i-r)
Index published every two years
- Life Ins Courant**—Life Insurance Courant. \$4; single numbers 50c. m Flitcraft, Inc, 613 Maple Av, Oak Park, Illinois (1v:Ja v52;i-1)
- Light & Lighting**—Light and Lighting. 10s 6d; single numbers 9d. m Light and Lighting, 32 Victoria St, London, S.W. 1 (1v:Ja v40;i-1)
Indexing discontinued with the December issue, 1947
- Locomotive**—Locomotive. 50c; single numbers gratis; bound volumes [8 nos in a volume] issued every 2 years \$1. q Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford 2, Conn. (1v:Ja v46;i-r)
Indexing discontinued with the December issue, 1947
- Mach**—Machinery. \$4; single numbers 40c. m Industrial Press, 148 Lafayette St, New York 13 (1v:S v54;i-r)
- Machine Design**—Machine Design. \$10; single numbers \$1. m Penton Pub. Co, Penton Bldg, Cleveland 13, O. (1v:Ja v19;i-s)
- Mag of Wall St**—Magazine of Wall Street and Business Analyst. \$12.50; single numbers 50c. bi-w Ticker Pub. Co, Inc, 90 Broad St, New York 4 (2v:Ap,O v80-81;i-s)
- Management R**—Management Review. \$5; single numbers 50c. m American Management Association, 330 W 42d St, New York 18 (1v:Ja v36;i-s)
Formerly American Management Review
- Manuf Rec**—Manufacturers Record. \$3; single numbers 35c. m Manufacturers Record Publishing Co, 109 Market Place, Baltimore 3, Md. (1v:Ja v116;i-none)
- Marine Eng**—Marine Engineering and Shipping Review. \$3; single numbers 35c. m Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (1v:Ja v52;i-r)
- Mass Transportation**—Mass Transportation. \$2; single numbers 25c. m Kenfield-Davis Pub. Co, 222 West Adams St, Chicago 6 (1v:Ja v43;i-s)
Indexing discontinued with the December issue, 1947
- Materials & Methods**—Materials and Methods. \$4; single numbers 50c. m Reinhold Pub. Corp, 330 W 42d St, New York 18 (2v:Ja,Jl v25-26;i-s)
Formerly Metals and Alloys; name changed October, 1945
- Mech Eng**—Mechanical Engineering. \$6; single numbers 75c. m American Society of Mechanical Engineers, 29 W 39th St, New York 18 (1v:Ja v69;i-r)
- Mech Handling**—Mechanical Handling. 14s; single numbers 1s m Louis Cassier Co, Ltd, Dorset House, Stamford St, London S.E. 1 (1v:Ja v34;i-1)
Indexing discontinued with the December issue, 1947
- Metal Finishing**—Metal Finishing. \$3; single numbers 35c. m Metal Industry Pub. Co, Inc, 11 W 42d St, New York 18 (1v:Ja v45;i-s)
Formerly Metal Industry
- Metal Prog**—Metal Progress. \$7.50; single numbers \$1.50. m American Society for Metals, 7301 Euclid Av, Cleveland 3, O. (2v:Ja,Jl v51-52;i-s)
- Metals & Alloys**. See Materials & Methods
- Min & Met**—Mining and Metallurgy. \$4; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v28;i-1)
Back numbers and special issues \$1
- Min Cong J**—Mining Congress Journal. \$3; single numbers 30c. m American Mining Congress, 1102 Ring Bldg, Washington 6, D.C. (1v:Ja v33;i-r)
- Mo Labor R**—Monthly Labor Review. \$4.50; single numbers 40c. m Superintendent of Documents, Washington 25, D.C. (2v:Ja,Jl v64-65;i-1)
Free to labor departments and bureaus and other offices connected with the administration of labor laws
- Mo U Sch Mines & Met Bul tech ser**—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo. Rolla
- Mod Packaging**—Modern Packaging. \$5; single numbers 50c. m Modern Packaging Corp, 122 E 42d St, New York 17 (1v:S v21;i-1)
Indexing began September 1940, v 14 no 1
- Mod Plastics**—Modern Plastics. \$5; single numbers 50c. m Modern Plastics Inc, 122 E 42d St, New York 17 (1v:S v25;i-1)
Formerly Plastic Products
- N A C A Bul**—N.A.C.A. Bulletin. \$10 s-m National Association of Cost Accountants, 385 Madison Av, New York 17 (1v:S v29;i-r)
- N E Water Works Assn J**—Journal of the New England Water Works Association. \$4; single numbers \$1.25. q New England Water Works Association, 609 Statler Bldg, Boston (1v:Mr v61;i-s)
Indexing discontinued with the December issue, 1947
- Nat City Bank**—National City Bank of New York. m 55 Wall St, New York (without v no; i-none)
- Nat Pet N**—National Petroleum News. \$5; single numbers 20c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland 13, O. (1v:Ja v39;i-none)
Monthly technical section beginning July 29, 1942, published separately as pt 2 of the regular issue with subtitle Refinery Management and Petroleum Chemical Technology thru August, 1946; name changed to Petroleum Processing, September, 1946
- Nat Res Council Bul**—National Research Council Bulletin. irr National Research Council, 2101 Constitution Av, Washington 25, D.C.
Individual numbers variously priced. Price-list sent on request
- Nat Safety N**—National Safety News. \$6.75; single numbers 67c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago 6 (2v:Ja,Jl v55-56;i-r)
- Nat Underw**—National Underwriter. \$5; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v51;i-none)
Includes 50th anniversary number
- Nat Underw (Life ed)**—National Underwriter Life Insurance Edition. \$5; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v51;i-none)
- New England Water Works Assn**. See N E Water Works Assn J

- N Y Pub Lib Bul**—New York Public Library. Bulletin. \$1; single numbers 10c. m New York Public Library, 5th Av & 42d St, New York 18 (1v:Ja v51;i-s)
Bibliographies of interest to special libraries are indexed
- Oil & Gas J**—Oil and Gas Journal. \$3; single numbers 20c. w Petroleum Pub. Co, 211 South Cheyenne St, Tulsa 1, Oklahoma (1v:My v46;i-r)
- Oil Paint & Drug Rep**—Oil, Paint and Drug Reporter. \$5; single numbers 25c. w Schnell Pub. Co, Inc, 59 John St, New York 7 (2v:Ja, JI v51-152;i-r)
- Opt Soc Am J**—Journal of the Optical Society of America. \$7; single numbers \$1. m American Institute of Physics, Inc, 57 E 55th St, New York 22 (1v:Ja v37;i-s)
- Paint Oil & Chem R**—Paint, Oil and Chemical Review. \$3; single numbers 20c. bi-w Trade Review Co, 537 S Dearborn St, Chicago 5 (1v:Ja v110;i-none)
- Paper Ind**—Paper Industry and Paper World. \$2. m Fritz Publications, Inc, 59 E. Van Buren St, Chicago 5 (1v:Ap v29;i-l)
- Paper Tr J**—Paper Trade Journal. \$5; single numbers 15c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York 19 (2v:Ja,JI v124-125;i-s)
- Personnel J**—Personnel Journal. \$5; single numbers 75c. m (except JI and Ag) Personnel Journal, Inc, Swarthmore, Pa. (1v:My v26;i-s)
- Pet Eng**—Petroleum Engineer. \$2; single numbers 25c. m Petroleum Engineer Pub. Co, Irwin-Keasler Bldg, Dallas 1, Texas (1v:O v19;i-l)
Extra number [Ref annual] published July 1
- Pet Processing**—Petroleum Processing. \$3; single numbers 35c. m National Petroleum Pub. Co, 1213 W 3d St, Cleveland 13 (1v:Ja v2;i-none)
Formerly monthly technical section of National Petroleum News
- Pet Refiner**—Petroleum Refiner. \$2; single numbers 35c. m Gulf Pub. Co, 3301 Buffalo Drive, Houston, Texas (1v:Ja v26;i-s)
Process Handbook section published with April number
- Phys R**—The Physical Review. Second Series. \$15; single numbers \$1. s-m American Institute of Physics, Inc, 57 E 55th St, New York 22 (2v:Ja,JI v71-72;i-s)
- Power**—Power. \$5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v91;i-r)
Extra number published in Mid-December
- Power Pl Eng**—Power Plant Engineering. \$10; single numbers \$1. m Technical Pub. Co, 53 West Jackson Blvd, Chicago 4 (1v:Ja v51;i-s)
Name changed to Power Generation beginning January, 1948
- Product Eng**—Product Engineering. \$6; single numbers 75c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v18;i-s)
- Ptr Ink**—Printers' Ink. \$4; single numbers 25c. w Printers' Ink Pub. Co, Inc, 205 E 42d St, New York 17 (4v:Ja,Ap,JI,O v218-221;i-none)
- Pub Health Rep**—Public Health Reports. \$4; single numbers 10c. w Superintendent of Documents, Washington 25, D.C. (1v:Ja v62;i-r)
Distributed gratuitously to state and municipal health officers, etc., by the Surgeon general of the United States public health service, Washington, D.C.
- Pub Roads**—Public Roads. 50c; single numbers 15c. q Superintendent of Documents, Washington 25, D.C. (1v [12 nos] JI v25 '47;i-r)
- Pub Util**—Public Utilities Fortnightly. \$15; single numbers \$1. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington 4, D.C. (2v:Ja,JI v39-40;i-s)
- Pub Works**—Public Works Magazine. \$3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York 17 (1v:Ja v78;i-r)
- Pulp & Pa of Can**—Pulp and Paper Magazine of Canada. \$5; single numbers 50c. m National Business Publications, Ltd, Gardenvale, Que. (1v:Ja v48;i-s)
Extra convention number published in February
- RCA R**—RCA Review. \$2; single numbers 75c. q Radio Corporation of America, RCA Laboratories Division, Princeton, New Jersey (1v:Mr v8;i-s)
- R Econ Stat**—Review of Economic Statistics. \$5. q Harvard University Press, Cambridge 38, Mass. (1v:F v29;i-s)
- R Sci Instr**—Review of Scientific Instruments. \$6; single numbers \$1. m American Institute of Physics, 57 E 55th St, New York 22 (1v:Ja v18;i-s)
\$4 to members of scientific societies
- Radio N**—Radio News. \$4; single numbers 35c. m Ziff-Davis Pub. Co, 185 N Wabash Av, Chicago 1 (2v:Ja,JI v37-38;i-s)
- Rayon**—Rayon Textile Monthly. \$5; single numbers 60c. m Rayon Pub. Corp, 303 Fifth Av, New York 16 (1v:Ja v28;i-s)
- Ref Shelf**—The Reference Shelf. irr The H. W. Wilson Co, 958 University Av, New York 52
- Refrig Eng**—Refrigerating Engineering. \$3; single numbers 35c. m American Society of Refrigerating Engineers, 40 W 40th St, New York 18 (2v:Ja,JI v53-54;i-s)
- Review of Economic Statistics**. See R Econ Stat
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- Rs Mod Phys**—Reviews of Modern Physics. \$4; single numbers \$1.50. q American Institute of Physics, Inc, 57 E 55th St, New York 22 (1v:Ja v19;i-none)
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- Ry Age**—Railway Age. \$6; single numbers 50c. w Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (2v:Ja,JI v122-123;i-r)
Annual statistical and outlook number, January 4, price \$1
Freight progress annual, May 17 number, price \$1
- Ry Mech Eng**—Railway Mechanical Engineer with which is incorporated the Railway Electrical Engineer. \$3; single numbers 50c. m Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (1v:Ja v121;i-r)
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Formerly two separately paged sections; Transactions and British Chemical Abstracts. British Chemical and Physiological Abstracts published separate beginning January 1941.
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- Society of Automotive Engineers Journal**. See S A E J
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- U S Women's Bur Bul**—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.
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Formerly Water Works & Sewerage; name changed January 1946
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- Waves and Electrons**. See Inst Radio Eng Proc
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- Western Soc E J**—Journal of the Western Society of Engineers. \$3; single numbers 75c. q Western Society of Engineers, 205 W Wacker Drive, Chicago 6 (1v:Mr v52;i-s)
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Key to General Abbreviations

+	continued on later pages of the issue	Je	June
abr	abridged	Jl	July
Ag	August	Mr	March
Ap	April	My	May
arch	architect	n s	new series
bibliog	bibliography	N	November
comp	compiled or compiler	no	number
cond	condensed	O	October
cont	continued	p	page
D	December	pl	plate
diag	diagram	por	portrait
ed	edited or edition or editor	pseud	pseudonym
F	February	pt	part
i	index	rev	revised
il	illustrations	S	September
inc	incorporated	sup	supplement
Ja	January	tr	translated or trans- lation or translator
		v	volume

Sample entry: Hydrogen peroxide; structural materials,
manufacture and uses. J. S. Reichert and
R. H. Pete. il Chem Eng 54:213-14+ Ap '47

Explanation: An illustrated article with the title given
above will be found in Chemical Engineer-
ing, volume 54, pages 213 to 214 (continued
on later pages of the same issue) the April
1947 number

Industrial Arts Index

A Cumulative Subject Index to Engineering, Trade and Business Periodicals

1947

- A and P.** See Great Atlantic and Pacific tea company
- ABACA.** See Manila hemp
- ABBINK, John,** 1890-
1947 Dollar award winner. por Bsns W p 105
My 24 '47
- ABBOTT laboratories**
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- ABBREVIATIONS**
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Glue	Adhesives
Plywood	

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See also

Absorption
Chromatographic
analysis

ADSORPTION, Heat of

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ADULT education. See Education of adults

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ADVERTISEMENTS

Ad that has lived for 18 years; δ οικονομικός
E. E. Calkins. Adv & Sell 39:60 D '46
Annual advertising awards, 1946. il Adv &
Sell 40:4-40 Mr '47
Choosing the format. M. Wiseman. il Adv &
Sell 39:94+ N '46
Exhibit based on folder for salesmen. il Ptr
Ink 220:120 S 19 '47
New high; Associated Seed Growers ad. Aesop
Glim. Ptr Ink 218:44 Ja 17 '47
Prophecy, 1922; International correspondence
schools aviation copy. P. V. Barrett. Ptr
Ink 219:47 Ap 11 '47

See also

Calendars
Package inserts

Books and booklets

Cannon's man-hunt for 60,000 industrial prospects for connectors. Sales Management 59:100 J1 15 '47
Consider booklets for your public relations. C. Judson. il Ptr Ink 219:40-2 Je 6 '47
Delta uses sales promotion booklet to describe versatility of tools. il Ind Marketing 31:72+ D '46
Industrial advertiser publishes textbook about its product; Moore special tool co.'s text about metal-working industry. R. H. Ganly. il Ptr Ink 220:38-9 J1 4 '47
Laundry tips booklet is sell-out for Silex steam iron. il Sales Management 58:140 F 15 '47
Manufacturers can be educators. E. Booth. bibliog J Retailing 23:89-90+ O '47
Merchandising a company-sponsored textbook; Cincinnati milling and grinding machine. H. J. Dods. Ptr Ink 219:62 Je 20 '47
Merchandising ready mixed concrete; booklet issued by Whitney ready mixed concrete. il Concrete 55:9+ O '47
Story behind a trademark; New Jersey zinc company's booklet. R. Davison. il Ind Marketing 32:41-2+ Je '47
Ten ways to put prestige into your printed salesmanship. D. Ross. Ptr Ink 220:73 S 19 '47
Transparency printing solves technical sales problem; Eaton axles. R. H. Gale. il Ptr Ink 217:56+ N 15 '46
Two promotions gets distributors for new appliance line; Cafex kitchen appliances uses page in trade journal and direct mail booklets. Ptr Ink 219:52 Je 6 '47
What's new in booklets. il Sales Management 59:40-1 O 15 '47
When it takes a book to tell all, write it! machine tool builder wrote technical best-seller. F. Wittner. il Ind Marketing 32:51-2+ Ag '47

Collections

Advertising illustrations in Drepperd collection date back to 18th century. il Ptr Ink 217:147 N 15 '46

Copyright

See Copyright—Advertisements

Coupons

How coupon returns help us locate markets; reveal facts about media; Mullins manufacturing co. advertising of Youngstown kitchen. M. Adams. Ptr Ink 219:40-1 Je 20 '47
How news affects coupon returns. M. Adams. Ptr Ink 219:116-17 Ap 18 '47
Packaged savings make attractive offer for bank; Bowery savings bank. H. L. Stephen. Ptr Ink 220:60+ J1 25 '47
There is a relation between readership and sales; readership studies can be used to increase coupon response. W. E. Weintz. Ptr Ink 219:33-5 My '47

Design

Design replaces art work; advertising men's apparel in spring campaign of F. Jacobson & sons. il Ptr Ink 218:82 Mr 28 '47

Elongated space. il Ptr Ink 218:42-3 F 28 '47
Flowery advertising design flourished fifty years ago. G. J. Church. il Inland Ptr 119:32 My '47
For hanging in our gallery. il Ind Marketing 32:82+ S '47
Grafika; modern design for advertising and printing. I. Reiner. 120p \$8.50 Paul A. Struck, 415 Lexington av, New York 17 '47
There are two different ways to look at it. G. J. Church. il Inland Ptr 119:40 My '47

Headlines

See Advertising copy—Headlines

Keying

Who is BHG-12? C. Rondonanski. Ptr Ink 219:82 My 23 '47

Layout

Ad layouts are best when design is clear and simple. D. E. Lathrop. il Ptr Ink 218:44-5 Mr 21 '47
How to copy advertising layouts and artwork honestly. F. Howley. il Inland Ptr 118:79-80 D '46
Layout of heading is an important part of the ad. D. E. Lathrop. il Ptr Ink 219:38-9 Je 6 '47
Modern vs. fashionable layout in advertising. D. E. Lathrop. il Ptr Ink 221:40-2 O 24 '47
Technique of advertising layout. F. H. Young. rev ed 185p \$5 Crown publishers, 419 Fourth av, New York 16 '46

Measurement

How N.A.E.A. standard meets mat shrinkage problem; newspapers to bill the exact space ordered by agencies in width by columns, depth by lines. K. T. Finn. Adv & Sell 40:77+ Ap '47

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Advertisers seek positions by pressure and price; 18-point guide; P.I. jury of marketing opinion. C. J. Swan. Ptr Ink 220:37-9 S 12 '47
Another study shows copy more important than position; Progressive Grocer ads. R. Manville. il Ptr Ink 219:53 Ap 11 '47
Appropriate position ups sales, cuts costs for MacLevy. A. C. Kaye-Martin. Ptr Ink 218:55-6 Mr 28 '47
How does position affect readership of ads? D. Starch. il Adv & Sell 40:35 Je '47
Ladies home journal reports results of no-position policy. Ptr Ink 218:34-6 F 28 '47
Old favorites win in position preference poll of advertisers; P.I. jury of marketing opinion sticks to formula, right-hand page, well forward. C. J. Swan. Ptr Ink 220:32-4+ S 5 '47
Position and near-by editorial matter; 50-year records of ICS. P. V. Barrett. Ptr Ink 218:48-9 Mr 14 '47
Position in advertising is not everything, but it helps; P.I. jury of marketing opinion reports. C. J. Swan. Ptr Ink 220:27-9+ Ag 29 '47
What we know and don't know about the value of position. C. J. Swan. Ptr Ink 218:32-3+ F 28 '47

Preprints

Preprint promotion to salesmen boosts sales, brings copy clues. K. B. Hopkins. il Ptr Ink 220:32-4 S 26 '47

Printing

Get those business-paper ad plates in on time! Ptr Ink 221:38-9 O 24 '47
Hints on selecting, preparing engraving copy. A. P. Salisbury. Ind Marketing 32:138+ S '47
How copy writers can save their clients' money. R. E. Marsh. Adv & Sell 40:37 J1 '47
How Kodak gets superior engravings for its advertisements. Ptr Ink 220:62 Ag 15 '47
Just how good are plastic plates? experience for newspaper reproduction shows that they have advantages over both electros and mats. J. M. Secret. il Ptr Ink 218:61+ Ja 3 '47

ADVERTISEMENTS—Printing—Continued

Use of photostats in advertising production. R. M. Hogan. *il Ind Marketing* 32:41-2 Ap '47

See also
Advertising, Mail—
Printing

Rating

Can you pick the copy that clicked? R. Manville. *Ptr Ink* 217:48 D 20 '46

Credibility; judge an advertisement as salesman is judged; abstract. W. Weir. *Adv & Sell* 40:65 Jl '47

Factors that create attention and reading of advertisements; analysis of 2,500 advertisements. H. J. Rudolph. *il Ptr Ink* 221:33-5+ O 24 '47

Hog crossing America vs. the kid in upper four. C. E. Parks. *Ptr Ink* 218:100 Ja 24 '47

How to pre-value an ad before it appears in print. R. Manville. *il Ptr Ink* 217:40-3 N 29; 60+ D 6; 64+ D 13; 64+ D 20; 45-6+ D 27 '46; 218:41-2+ Ja 3; 48+ Ja 10; 46-8+ Ja 17; 51-2+ Ja 24; 48-9 Ja 31; 54+ F 7; 54+ F 14 '47

Which ad pulled best? P. V. Barrett. *il Ptr Ink* 218:42-3 Mr 28 '47

Which ads stopped women readers? J. Caples. *Adv & Sell* 39:46 D '46

Readership

Ad readership growing. Bsns W p57 D 7 '46

Ad research foundation reports on 100 studies. A. W. Lehman. *il Ptr Ink* 217:42-5 D 6 '46

ARF reports initial survey of farm publications; readership of the Ohio farmer. *Ptr Ink* 218:102 Mr 14 '47

Another study shows copy more important than position; Progressive Grocer ads. R. Manville. *il Ptr Ink* 219:53 Ap 11 '47

Best-read ads in the latest newspaper survey; Niagara Falls gazette. J. Caples. *il Adv & Sell* 40:42+ S '47

Cooperative readership surveys can help manufacturers get more efficient advertising. J. C. Spurr. *Ind Marketing* 32:41+ F '47

Do respondents tell the truth? media surveys. A. Politz. *Adv & Sell* 40:36-7+ My '47

Does publication size affect advertising readership? J. F. Arndt. *Adv & Sell* 40:42 Ag '47

Factors that create attention and reading of advertisements; analysis of 2,500 advertisements. H. J. Rudolph. *il Ptr Ink* 221:33-5+ O 24 '47

Farm men and women rate some ads tops. *Ptr Ink* 219:70+ Je 20 '47

Food ads win top places in latest readership study. *Ptr Ink* 218:84 Mr 28 '47

Good Housekeeping analysis of circulation and reader audience. *Sales Management* 58: 164 Mr 15 '47; *Adv & Sell* 40:78 Ap '47

Here's a new technique for testing readership; test of Progressive Grocer ads. R. Manville. *Adv & Sell* 40:46+ My '47

How does position affect readership of ads? D. Starch. *il Adv & Sell* 40:35 Je '47

How to write copy that will be read; short sentences, concreteness, personal style. R. Flesch. *il Adv & Sell* 40:113+ Mr '47

Informative ads outsell others by 3 to 1; analysis of 583 advertisements. D. Starch. *il Adv & Sell* 39:52+ D '46

Quiz on newspaper reading habits. J. Caples. *Adv & Sell* 40:35 My '47

Sword with many edges. Aesop Glim. *Ptr Ink* 220:80 S 12 '47

There is a relation between readership and sales; readership studies can be used to increase coupon response. W. E. Weintz. *Ptr Ink* 219:33-5 My '47

Think of circulation in terms of people, not numbers. D. D. Patterson. *Ptr Ink* 219: 78+ My 16 '47

Use of incremental analysis in the selection of advertising media. S. Banks. *J Bsns* 19: 232-43 O '46

What do farmers read? J. Caples. *Adv & Sell* 40:40-1 Jl '47

Repetition

Advertising copy; variegation or reiteration. H. Halsell. *Adv & Sell* 39:42 D '46

Does it pay to repeat an ad? tests say yes! *Sales Management* 59:120+ Jl 15 '47

Effectiveness of repeated advertisements. *Ind Marketing* 32:36-8+ S; 50-1+ O '47 (to be cont)

How often can you repeat an ad for maximum effectiveness? J. H. Thomson and others. *Ind Marketing* 32:48-50+ Jl '47

How radio spots led to newspaper spots; small-space advertiser calls repetition key to success; Monarch foods. *Ptr Ink* 218:42 F 21 '47

Never underestimate the power of repetition! B. E. Tacks. *Sales Management* 59:160+ S 15 '47

Repetitive or informative copy? A. H. Peron. *Adv & Sell* 40:34 F '47

Reprints

Direct-mail package of ad reprints and calendar blotters builds business for Penn Mutual's 360 agents. *Ptr Ink* 219:64+ Je 20 '47

More sales power from your advertising. D. Ross. *Adv & Sell* 40:56+ Je '47

Signatures

Era of restraint? small name displays. Aesop Glim. *il Ptr Ink* 217:117 D 6 '46

Size

See also
Advertisements,
Small space

Testing

Agency personnel become guinea pigs again with new accounts and new products to test. B. Tolk. *Ptr Ink* 220:107 S 5 '47

Copy research experts weigh test methods, offer evaluation in new pamphlet. C. J. Swan. *Ptr Ink* 220:88 Jl 4 '47

Copy-testing technique for a small rural store. H. G. Bierer. *J Retailing* 23:38-42 Ap '47

How to avoid tricky factors in pre-evaluating an ad program. R. Manville. *il Ptr Ink* 218:54+ F 14 '47

Sample hounds can be prevented from upsetting split-run research. F. B. Satterthwaite. *Ptr Ink* 220:70 Ag 22 '47

There is a relation between readership and sales; readership studies can be used to increase coupon response. W. E. Weintz. *Ptr Ink* 219:33-5 My '47

Which ad pulled best? P. V. Barrett. *il Ptr Ink* 218:42-3 Mr 28 '47

See also
Advertisements—
Readership

Advertising, Mail—
Testing

Typography

Logotype goes to work; Independent pneumatic tool company. J. F. Corkery. *il Ind Marketing* 31:53+ D '46

Nine little foxes that eat up the profits. A. R. Hopper. *il Ind Marketing* 32:64-5+ Jl '47

Orchestration of type. A. R. Hopper. *il Ind Marketing* 32:34-8 Mr '47

Personalities in type designs. J. M. Secrest. *il Ptr Ink* 218:52-3 F 14 '47

Type for books and advertising. E. M. Ottenberg. 160p \$6 D. Van Nostrand co, 250 4th av. New York 3 '47

ADVERTISEMENTS, Classified

Classified ads work if used properly. B. Wyckoff. *Ptr Ink* 217:39 D 27 '46

Want ads

Every copy writer should write a classified ad. S. D. Cowan, jr. *Ptr Ink* 219:128 My 30 '47

ADVERTISEMENTS, Humorous

Humor highlighted in delicatessen advertising. C. B. Jellinghaus. *il Adv & Sell* 40:67 S '47

ADVERTISEMENTS, Pictorial

Advertisers get ideas from Metropolitan museum of art. C. J. Swan. *il Ptr Ink* 219: 35-7 My 2 '47

American bazaar; gallery of art of American salesmanship. *il Fortune* 36:108-21 N '47

Art stirs desire to travel; copy sells travel by air. *il Ptr Ink* 217:117 N 15 '46

54 ways to combat rising production costs. H. Bauer. *il Ptr Ink* 218:37-9 Mr 7 '47

ADVERTISEMENTS, Pictorial—Continued

How to save money on art work and electro-types; 14 hints on relations with artists; ordering electrotypes. H. Bauer. *il* *Ptr Ink* 218:40-1 *Mr* 14 '47

Illustrations. M. Wiseman. *Adv & Sell* 40:74+ *F*; 126+ *Mr* '47

Peeling campaign; zippers. G. Conover. *il* *Ptr Ink* 218:39 *Mr* 14 '47

Research heads off historical anachronisms for Hollywood; technique might well be applied by advertisers. *il* *Sales Management* 59:118+ *O* 1 '47

Transparency printing solves technical sales problem; Eaton axles. R. H. Gale. *il* *Ptr Ink* 217:56+ *N* 15 '46

Women vs. horses. *Ptr Ink* 218:58 *Ja* 17 '47

See also
Advertising art
Posters

Cartoons

Egg carton promotion, ad medium to sell eggs and many other products. *il* *Mod Packaging* 20:108-9+ *Ag* '47

Introduce new soap by kidding soap advertising; with not much of product available for sale, manufacturer chose this way to keep name before the public. L. F. Thomann. *Ptr Ink* 218:57 *Ja* 10 '47

Drawings

Farmers resent poor or ridiculous illustrations. J. D. Andrews. *il* *Ptr Ink* 220:61-2 *Jl* 4 '47

Paintings

Full-color art; \$30,000; space; \$40,000; results; fine; Electronic laboratories, Indianapolis. H. E. Green. *il* *Ptr Ink* 217:46-7 *D* 6 '46

Greenfield marks 75th anniversary by changing from kodachromes to historical full color paintings. *il* *Ind Marketing* 32:42+ *Mr* '47

Photographs

How Kodak gets superior engravings for its advertisements. *Ptr Ink* 220:62 *Ag* 15 '47

LeTourneau tells how its ad campaign is tailored to reach export markets. J. G. Van De Loo. *il* *Ind Marketing* 32:132+ *O* '47

Preparation of food for illustration. A. Given. *Am Gas Assn Proc* 1946:200-1

Sometimes the best models aren't models. C. Rondomanski. *Ptr Ink* 218:125 *Mr* 28 '47

Safety aspects

Hazards in the ads; many national advertisers check illustrations for compliance with safety standards. N. Burch. *Nat Safety* N 56:20-1 *Jl* '47

ADVERTISEMENTS, Small space

How radio spots led to newspaper spots; small-space advertiser calls repetition key to success; Monarch foods. *Ptr Ink* 218:42 *F* 21 '47

Making a midget ad budget do the work of a giant; Acme fishing tool co. small-space campaign. J. H. Warburton. *il* *Ptr Ink* 220:62+ *S* 5 '47

\$1,000 test campaign sold hard-to-get buyers; small newspaper space created enough demand to sway department stores to stock Black Magic perfume. K. Rader. *il* *Ptr Ink* 217:54+ *D* 6 '46

Plus uses for small space. C. Judson. *il* *Ptr Ink* 218:42-3 *F* 14 '47

ADVERTISERS

G-E, Westinghouse, General Motors top buyers of business space; 250 leading advertisers. *Ind Marketing* 32:27-30+ *F* '47

It takes all kinds; cartoons. B. Owen. *Ptr Ink* 219:40 *My* 30 '47

Leading advertisers of 1946 and their expenditures; 777 companies invested \$501,597,854 in magazines, farm papers and network radio. *Ptr Ink* 219:47-8+ *Ap* 18 '47

20 excuses of weak-kneed advertisers. C. C. Chamberlain. *Ptr Ink* 219:31-2 *Je* 13 '47

What agencies think of the advertisers they solicit. E. J. Dever, Jr. *Ptr Ink* 219:40-2 *Ap* 25; 50+ *My* 2; 48+ *My* 9; 50-1 *My* 16; 44+ *My* 23 '47

ADVERTISING

Cole agency reviews the fundamentals of advertising. M. E. Maxfield. *Ptr Ink* 220:40-1 *Jl* 18 '47

Is advertising up to the job ahead? M. Ancker. *Adv & Sell* 40:46 *Ap* '47

Magic formula for advertising success; time, talent, training, sweat, struggle. H. Stebbins. *Ptr Ink* 218:37-8 *F* 14 '47

Manufacturing to pace 1947 ad campaigns; agencies and media weigh new year problems. *Ptr Ink* 217:71+ *D* 27 '46

1946; a review of how its turmoil affected advertising. *il* *Ptr Ink* 218:25-8 *Ja* 3 '47

On the threshold; a department devoted to problems of the beginner in advertising. M. Wiseman. *Adv & Sell* 39:104+ *D* '46; 40:72+ *Ja*; 74+ *F*; 126+ *Mr*; 50+ *Ap*; 64+ *My*; 72+ *Je*; 60+ *Jl*; 56+ *Ag*; 69+ *S*; 60+ *O* '47

Pattern for post-war advertising. A. Kimball. *Ptr Ink* 219:99 *Ap* 11 '47

Position of advertising stressed in talks. E. G. Borton; G. D. Wever; D. Jones. *Adv & Sell* 40:56 *Ap* '47

Three-year study finds advertising influence on press freedom is negligible. *Ptr Ink* 218:83+ *Mr* 28 '47

What happened to the dreamworld? to that thermoplastic, aerodynamic, supersonic, electronic, gadgetonic world the admen promised? *il* *Fortune* 35:90-3+ *F* '47

What is advertising? Aesop Glim. *Ptr Ink* 220:74 *Ag* 1 '47

See also

Advertisements
Advertising agencies
and other headings
beginning Adver-
tising
Airships in advertis-
ing
Audit bureau of cir-
culations
Bank advertising
Catalogs
Church advertising
Color in advertising
Employment systems
—Advertising aids

also subdivision
special subjects, e.g.

Building trades
Cleaning industry
Gas industry
Hats
Insurance
Insurance, Life
Insurance agents
Medicines, Pro-
prietary

Government adver-
tising
House organs
Merchandizing
Moving pictures in
advertising
Municipal advertis-
ing
Premiums (mer-
chandizing)
Publicity
Radio advertising
Sales letters
Show windows
Television advertis-
ing
Advertising under spe-

Motor bus lines
Oil companies
Perfumery
Railroads
Retail trade
Technical products
Trust companies
Wine

Accounting

Effective expense control for advertising and catalogs. A. C. Count. *Ind Marketing* 32:60+ *Jl* '47

Architects, Appeal to

How advertising pre-sells Gypsum's partition systems. J. J. Ryan. *il* *Sales Management* 57:73-4 *N* 10 '46

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Can you sell the chains without antagonizing the independents? J. C. Cumming. *il* *Sales Management* 58:79+ *Mr* 15 '47

Children, Appeal to

Eight points for promotion to children; Chevrolet revives famous soap box derby. *il* *Ptr Ink* 217:46-8 *N* 15 '46

Juvenile appeal; research backing new Homix labels. *il* *Mod Packaging* 20:148-9 *Mr* '47

Point-of-sale promotion features young movie stars; Cinderella hat co. *il* *Ptr Ink* 220:38 *Ag* 22 '47

See also
Advertising—Youth,
Appeal to

ADVERTISING—Continued

Continuity

Continued advertising despite shortages pays dividends; Monarch steel company, Indianapolis. S. W. Terry. *Ptr Ink* 220:33 J1 4 '47
 Courageous advertising bridges strike crisis for Allis-Chalmers. *il Sales Management* 59:104+ Ag 1 '47
 How to create year-round markets for seasonal items; advertise all year, educate dealers, offer special inducements. *Ptr Ink* 219:48+ Ap 25 '47
 Ten messages for weak-kneed advertisers from successful users. *Ptr Ink* 220:27-9+ J1 18 '47
 Time to stop advertising is when you want to go out of business. J. R. Gilman. *Ptr Ink* 220:27-8 Ag 1 '47

Cost

Cost of advertising; comment on report of National Institute of economic and social research; with selected statistics. *Economist* 151:822, 852 N 23 '46
 Easy production way is often the best way. F. H. Pinkerton. *Ptr Ink* 218:86 F 14 '47
 54 ways to combat rising production costs. H. Bauer. *il Ptr Ink* 218:37-9 Mr 7; 40-1 Mr 14 '47
 How to save money when ordering printing; check list of 17 points. H. Bauer. *Ptr Ink* 218:37 Mr 21 '47
 One cost that cannot be appraised. F. B. Godley. *Ptr Ink* 218:138 Ja 17 '47
 Rising advertising costs discussed. P. S. Ellison and J. C. Cornelius. *Adv & Sell* 39:52+ N '46
 Today's advertising dollar delivers better results; but it takes more chips. C. G. Mortimer, Jr. *Adv & Sell* 39:41-2+ D '46
 Twenty ways to cut higher advertising costs. D. D. Patterson. *Sales Management* 58:112+ Je 1 '47
 Weiss blast at high cost of advertising may create a stir. *Ptr Ink* 218:105 F 7 '47; Discussion. 218:83+ F 21 '47

See also

Advertising—Rates

Dealer cooperation

Courageous advertising bridges strike crisis for Allis-Chalmers. *il Sales Management* 59:104+ Ag 1 '47
 Kit offers sales tips for retailers; Pepperell's kit. *il Sales Management* 58:106 My 20 '47
 Koret adds new twist to Hollywood fashion tie-ins. *il Sales Management* 58:76+ Ap 15 '47
 New product introduced despite small budget; cooperative newspaper and direct-mail advertising; Kleen Flush. D. Markstein. *Ptr Ink* 218:74 F 21 '47
 Salisbury dealers hitch spot radio to net program. *Sales Management* 59:74+ O 1 '47
 This program increased dealer advertising 940 per cent; Allis-Chalmers tractor division. M. O. Gustafson. *il Ptr Ink* 219:42-3 Ap 11 '47
 12 fundamentals for preparing retail ad mats. M. Sutton. *il Ptr Ink* 218:50-1 F 14 '47

Dealer helps

Barrett furnishes its distributors with ad, sales promotion catalog. A. Bernstein. *il Ind Marketing* 32:106+ Je '47
 Merchandise your sales helps, and dealers will pay for them; experience of Williams oil-o-matic. J. H. Read. *il Ptr Ink* 217:40-1 D 13 '46
 Million for promotion spent in two months; Chevrolet sales contests and service promotion. D. G. Baird. *il Sales Management* 59:60+ O 15 '47
 Program to help retailers benefit from national ads. *Ptr Ink* 218:116 Ja 24 '47

See also

Advertising. Point-of-sale

Dealers, Appeal to

Dealer is often the important ingredient. C. Rondomanski. *Ptr Ink* 217:118 N 15 '46

Direct-mail campaign gets national dealerships; Regal manufacturing co., South Gate, Calif. J. H. Zeprowski. *Ptr Ink* 217:68+ N 15 '46
 \$5,070 advertising builds \$500,000 business in 1 year; direct mail and business publications teamed to sell furniture; food service equipment industry. W. H. Davis. *Ptr Ink* 219:36 My 30 '47
 How does Main Street regard your advertising? D. Ross. *il Adv & Sell* 40:46+ Ag '47
 Light treatment of copy and art in trade ads; Proctor Electric. *il Ptr Ink* 217:45 D 20 '46
 Sold: 50,000 pieces of ready-to-wear in seven days; Koret of California. E. Gidlow. *il Sales Management* 59:44-6 O 15 '47
 Talk profit to retailers; 33 ways to put \$\$\$ into business-paper advertising. C. J. Swan. *il Ptr Ink* 219:35-7 Je 27 '47
 \$295 business-paper ad draws \$60,000 worth of orders; Hanover wire cloth co. E. B. Frock. *Ptr Ink* 218:39 Ja 17 '47
 When price cutting demoralizes market; point-of-sale folder and dollar bill help sell Flex-let watch bands. E. M. Housman. *Ptr Ink* 219:33 My 23 '47
 Why some sales letters fail. E. M. Housman. *Ptr Ink* 218:45 Mr 7 '47

See also

Advertising—Chain stores, Appeal to

Definition

By way of definition. Aesop Glim. *Ptr Ink* 218:44-5 Ja 17 '47

Economic aspects

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 How to sell advertising to management; prove that advertising techniques can reduce distribution costs. C. S. Wilkinson. *Ptr Ink* 217:35-7 N 22 '46
 How U.S. prosperity hinges upon advertising. J. R. Gilman. *Adv & Sell* 40:33-4+ My '47
 You can sell management, keep management sold if your approach is right. C. A. Petri. *Ind Marketing* 32:47+ J1 '47

Employees, Appeal to

Ads in plant-city newspapers show workers and public extent of strike-induced losses; Hinde & Dauch paper company, Sandusky. *Ptr Ink* 217:65 D 27 '46
 Folder issued by Lakeside press to encourage employees to salt away some of their cash. *Inland Ptr* 118:45 Mr '47
 Justifying cost of plant-town and similar employee advertising. J. W. De Wolf. *Ptr Ink* 219:86 My 23 '47
 Personnel recognition promotion pays dividends; Lucky stores, inc. D. Murphy. *Ptr Ink* 219:94+ My 23 '47
 Plant gives company facts in local ads. *Factory Management* 105:100-1 Je '47
 Rockford NIAA chapter sparks employee information campaign. *Ptr Ink* 221:38-9 O 3 '47
 Tools of advertising service the machinery of industrial and public relations; three-way organization at Falk corporation. L. Fox. *il Ind Marketing* 32:43-4+ Mr '47

Exhibitions

New display techniques highlight Paris ad show. *il Ptr Ink* 218:38 Ja 10 '47

Family of products

Advertising savvy pays off; flexible format, effective text and pictures, family identity help current Seamless rubber co. campaign click. R. H. Ganly. *il Ptr Ink* 220:36-7 S 5 '47

ADVERTISING—Continued

Farmers, Appeal to

- Farmers aren't hard to sell when approached properly; American Specialty vegetable washing machine. J. A. Ignat. *il* *Ptr Ink* 217:50-1 D 13 '46
- Farmers like personalities and facts in advertisements; Lee poultry remedies. E. M. Housman. *il* *Ptr Ink* 217:48-9 D 6 '46
- Farmers resent poor or ridiculous illustrations. J. D. Andrews. *il* *Ptr Ink* 220:61-2 J1 4 '47
- Service is keystone of G-E's farm radio success. G. E. Markham. *Ptr Ink* 218:52+ Mr 14 '47
- Ten reminders for advertising to farmers. R. B. Smith. *Ptr Ink* 219:40-1 Ap 11 '47
- What do farmers read? J. Caples. *Adv & Sell* 40:40-1 J1 '47

Fiction

- Bid for a best-seller; I'll write a novel about advertising. H. Byer. *Adv & Sell* 39:48 N '46

See also

- Radio advertising—
Fiction, drama,
etc.

History

- Aesop Glim recalls 1918 to 1928 when there were four outstanding schools of advertising. *Ptr Ink* 220:54 Ag 29 '47
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Inquiries

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- Cards are effective for some direct mail. *il* *Ptr Ink* 219:74 My 23 '47
- How coupon returns help us locate markets; reveal facts about media; Mullins manufacturing co. advertising of Youngstown Kitchen. M. Adams. *Ptr Ink* 219:40-1 Je 20 '47
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See also

- Advertising, Industrial—Inquiries
Advertising, Mail—
Inquiries
Follow-up systems

Jobber helps

- Gray-Mills helps distributors conduct direct mail campaign. A. Bernstein. *il* *Ind Marketing* 32:66+ Mr '47
- Improving distributor relations. K. H. Cummer. *Ptr Ink* 218:72+ Mr 21 '47

Jobbers, Appeal to

- Aims small budget at jobbers' salesmen. *Ptr Ink* 221:108+ O 17 '47
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- Limited audience selection in headlines and copy. R. Manville. *il* *Ptr Ink* 217:60+ D 6 '46

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Physicians, Appeal to

- Advertising savvy pays off; flexible format, effective text and pictures, family identity help current Seamless rubber co. campaign click. R. H. Ganly. *il* *Ptr Ink* 220:36-7 S 5 '47

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Prize contests

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- Contests help to improve public relations. V. J. Dallaire. *il* *Ptr Ink* 217:48-9 N 22 '46
- Eight common illusions about contests. E. M. Rushmore. *il* *Ptr Ink* 221:40-1 O 10 '47
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Psychology

- Advertising copy that gives people what they really want. R. Manville. *il* *Ptr Ink* 217: 54+ D 13 '46
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 What makes advertising tick? O. Kleppner. Ptr Ink 219:48+ My 30 '47

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America's young people want honest, informative advertising; AFA contest essays. Ptr Ink 219:44 Je 20 '47
 Consumers' ill will surveyed by Committee on consumer relations in advertising, inc. Bsns W p38+ My 17 '47
 Consumers want more data on products in national advertising copy, study shows. Ptr Ink 219:97+ My 16 '47
 Greatest hidden asset in agency balance sheets. H. E. Abt. Adv & Sell 40:70+ Jl '47

Rates

Ad argument; some newspapers dislike retailers' tie-ins that plug Life magazine. Bsns W p63-5 Je 14 '47
 Advertising rates in business papers are too low. J. K. Lasser. Ptr Ink 220:38-40 S 19 '47
 Increased circulations, how to make advertising dollar work harder and secondary readership studies. J. C. Cornelius. Adv & Sell 39:52+ N '46
 Inquirer ad ban stirs controversy. Ptr Ink 219:83+ My 30 '47
 NRDCGA acts to clarify NAEA resolution on magazine tie-ins. D. Bruner. Ptr Ink 220: 81 Ag 1 '47
 Will business papers survive a drop in income? J. K. Lasser. Ptr Ink 220:35-7 S 26 '47
 Word on advertising rates. R. O. Eastman. Ind Marketing 31:114+ N '46

Returns

Ad program integrates spot, magazines and point-of-sale; Durham-Enders razor corp. il Ptr Ink 219:42-3 My 9 '47
 Advertising helps build insurance premium volume; Industrial indemnity company, San Francisco. T. G. McGuire. Ptr Ink 220:36-7 Ag 29 '47
 Copy that clicked; Federal Laboratories lawn edger. R. Manville. il Ptr Ink 219:46 My 9 '47
 Didn't believe in advertising, tried it, now he does; Western Lace nylon fishing lines. L. F. Thomann. il Ptr Ink 220:37 Ag 1 '47
 \$5,070 advertising builds \$500,000 business in 1 year; direct mail and business publications teamed to sell furniture; food service equipment industry. W. H. Davis. Ptr Ink 219:36 My 30 '47
 Gas range ads hit cooperative jackpot; American gas association is getting five-to-one return on its national advertising investment. R. Alderman. il Adv & Sell 40:39+ O '47; Same. Am Gas Assn Mo 29:536-8 D '47
 How Henry Cobbs used advertising to turn \$10 into \$2,000,000; markets citrus fruit by mail, through own stores and through independent retail stores. J. A. Murphy. il Adv & Sell 40:35+ F '47
 How news affects coupon returns. M. Adams. Ptr Ink 219:116-17 Ap 13 '47
 Informative ads outsell others by 3 to 1; analysis of 583 advertisements. D. Starch. il Adv & Sell 39:52+ D '46
 \$1,000 test campaign sold hard-to-get buyers; small newspaper space created enough demand to sway department stores to stock Black Magic perfume. K. Rader. il Ptr Ink 217:54+ D 6 '46
 Over \$500,000 in orders from one \$1,500 ad; Wilson sports equipment company. F. M. Wilson. il Ptr Ink 219:43 My 23 '47
 Protection of dealer's profit is keystone of Acme success; aggressive advertising. E. Brisacher. il Ptr Ink 220:56+ S 26 '47
 Sold: 50,000 pieces of ready-to-wear in seven days; Koret of California. E. Gidlow. il Sales Management 59:44-6 O 15 '47

Salesmen, Retail, Appeal to

Newspapers used for intensive selling job; New Orleans Public Service advertises lighting to retail salesmen. D. Markstein. Ptr Ink 219:96 Ap 25 '47

Schedules

Box-score; study of Portland pay rolls by the Oregon Journal. Ptr Ink 217:110 N 15 '46
 Product sold seasonally, advertising follows seasons; McGregor sportswear (David D. Doniger & co.). map Ptr Ink 217:52 D 13 '46

Schools, Appeal to

How consumer educators built General Mills' new program. H. E. Green. Ptr Ink 220: 28-9 Jl 4 '47
 Young America; receptive minds for the story of air transportation; United Air Lines working closely with schools and colleges. R. O. Mertes. il Sales Management 57:44-6 N 10 '46

Statistics

Advertising volume figures for December issues of business papers and totals for 1946 and 1945. Ind Marketing 32:70-1 Ja '47
 Agencies place 458,425 pages of advertising in business papers in 1946; register 5.5 per cent gain; tabulation. Ind Marketing 32: 52+ Ap '47
 Business paper advertising volume reaches \$178 million in 1946. A. R. Venezian. Ind Marketing 32:29+ Ja '47
 845 agencies place 19,723 pages of advertising in U.S. export publications during 1946. Ind Marketing 32:138+ Ap '47
 823 business papers report advertising up 4.0%; Printers' Ink annual survey. Ptr Ink 218:48+ F 28 '47
 Farm publications; advertising lineage, three-year comparative totals. Ptr Ink 218:144 F 7 '47
 G-E., Westinghouse, General Motors top buyers of business space; McGraw-Hill's 4½ year check of 182 publications. Ind Marketing 32:27-30+ F '47
 Leading advertisers of 1946 and their expenditures; 777 companies invested \$501,597,854 in magazines, farm papers and network radio. Ptr Ink 219:47-8+ Ap 18 '47
 Leading newspaper advertisers in 1946. Ptr Ink 219:54+ My 23 '47
 Magazine lineage; total lineage for five years. Ptr Ink 218:146+ F 7 '47
 Media profits rose sharply in 1946. Ptr Ink 219:110+ Ap 25 '47
 National advertising expenditure up 18 per cent in first six months. H. Zeisel. Ptr Ink 220:32-3 Ag 22 '47
 National advertising index; graphs. Published in weekly numbers of Printers' Ink 1946 advertising volume greatest in U.S. history. H. Zeisel. Ptr Ink 218:34-5 Mr 28 '47
 1946; big year for advertising. Bsns W p70+ F 15 '47
 P.I. advertising index in new form. H. Zeisel. Ptr Ink 218:52-4+ Mr 7 '47
 Product expenditures of newspaper advertisers in 1946. Ptr Ink 219:60+ My 9 '47

Stockholders, Appeal to

Annual report grows up. J. C. Gries. il Ind Marketing 31:33-4+ N '46

Study and teaching**Directories**

Directory of advertising and marketing education in the United States. 47p pa \$2.50
 Advertising federation of America, 330 W. 42d st, New York 18 '47

Terminology

By way of definition. Aesop Glim. Ptr Ink 218:69 F 14; 60+ Mr 14 '47

Testing

See Advertisements—Testing; Advertising, Mail—Testing; Advertising campaigns—Testing

Women, Appeal to

Appeal to women featured in auto copy; Kaiser-Frazer stresses style and endorsements of fashion leaders. W. A. MacDonald. il Ptr Ink 221:45 O 10 '47

ADVERTISING—Women, Appeal to—Cont.

- Birth of advertising ideas; Odorono. J. D. Woolf. *il Adv & Sell* 40:43+ S '47
- Far from Fifth; women's resistance to anything new. M. O'Dea. *Ptr Ink* 220:78 Ag 8 '47
- How to classify women as factors to be sold. M. B. Ellis. *Adv & Sell* 40:56+ J1 '47
- Study of 22 magazines reveals shifts in women's interests; McCall surveys. D. E. Robinson. *Adv & Sell* 39:47-8+ D '46
- Ten stages in selling the thrifty homemaker. M. B. Ellis. *Adv & Sell* 40:60+ Ag '47
- Which ads stopped women readers? J. Caples. *Adv & Sell* 39:46 D '46
- Which newspaper features attracted most women readers? J. Caples. *Adv & Sell* 40:33-4, 121 Ja '47

Youth, Appeal to

- Selling the youth market. *il Bsns W* p56+ O 4 '47

Buenos Aires

- Magazine coverage study set for Buenos Aires. *Ptr Ink* 219:100 Ap 4 '47
- Market and media data needed for foreign sales; pioneer experiment in Buenos Aires. E. R. Smith. *Ptr Ink* 219:46+ My 30 '47

California

- Current output from California's war plants promises expanding ad campaigns in '47. L. F. Thomann. *il Ptr Ink* 218:108+ F 7 '47

Canada

- Advertising volume of Canadian business papers for 1946 and 1945. *Ind Marketing* 32:74 Ja '47

China

- Advertising in Shanghai. D. King. *Adv & Sell* 40:54 Ja '47

Finland

- Plant-community advertising next door to Russia! Finland, Arabia company. F. Rudge. *il map Ptr Ink* 220:30-1 Ag 15 '47

Germany

- Condition of advertising in four zones of Germany. G. Baier. *map Adv & Sell* 40:48+ O '47
- Posters reflect mood of post-war Germany. *il Ptr Ink* 220:35 S 5 '47

Great Britain

- Cost of advertising; comment on report of National institute of economic and social research; with selected statistics. *Economist* 151:822, 852 N 23 '46

Hawaiian Islands

- How Koret is cashing in on sales potentials in Hawaii. E. Gidlow. *il Sales Management* 59:80+ S 1 '47

Hungary

- Advertising regulations. *For Comm W* 25:18 Ag 30 '47

Latin America

- Does South America need special ads? case for and against preparing specific copy and art for each export market. E. W. H. Lunsdon. *Adv & Sell* 40:60+ My '47
- How Standard Brands advertises in Latin America. B. G. Taines and J. Beck. *Ptr Ink* 219:38-9 Ap 4 '47
- How to advertise to Latin America. R. Colorado. *Ind Marketing* 32:39-40+ Mr '47
- Sales promotion in Latin America. B. J. Taines and J. Beck. *il Ptr Ink* 217:50-2 D 6 '46
- Spanish copywriters' assn. asks that Latin-America copy be written by those who know the people. *Ptr Ink* 220:100 Ag 15 '47

Mexico

- Mexico asked to clarify ban on advertising. *Oil Paint & Drug Rep* 152:3 S 8 '47

Poland

- Advertising regulations. *For Comm W* 28:20 J1 26 '47

Russia

- Selling the Soviet market. *il Bsns W* p100 Ja 25 '47

South Africa

- South Africa's Bantu press as possible medium for merchandising messages. *For Comm W* 28:25 J1 26 '47

Southern states

- Advertising and promotion aids in expansion of southern industry. A. Sharp. *il Ind Marketing* 32:60+ Ja '47

Spain

- Use of American advertising techniques increased in Spain since end of war. G. Ruescas. *Ptr Ink* 218:105 Ja 24 '47

ADVERTISING, Association

- Advertising by associations is increasing; survey made by American trade association executives. J. D. Edwards. *Ptr Ink* 218:38+ Ja 24 '47

- Belabored steel puts up million to tell public the truth. E. L. Ryerson. *il Sales Management* 59:37-9 S 15 '47

- California's challenge to Seventh avenue. J. H. Collins. *il Sales Management* 58:42-4 Ap 1 '47

- Coming boom in association advertising. V. D. Clausen. *il Ptr Ink* 218:35-7+ Ja 24 '47

- Four-A's suggests ways to improve relations with associations. D. E. Joseph. *Ptr Ink* 218:39+ Ja 24 '47

- Gas range ads hit cooperative jackpot; American gas association is getting five-to-one return on its national advertising investment. R. Alderman. *il Adv & Sell* 40:39-4 O '47; Same. *Am Gas Assn Mo* 29:536-8 D '47

- Here's one plan that's already working; co-operative advertising program; Plumbing appliance dealers' assn. *il Dom Eng* 169:97-8 Ja '47

- Home town campaign clicks; Racine manufacturers' newspaper, radio and direct-mail effort. W. D. Stansil. *il Ptr Ink* 218:46-7 Mr 21 '47

- How A.M.A. uses television in its public relations. H. Cushing. *il Adv & Sell* 40:41+ Ap '47

- How Durene achieves yarn identity in finished textile products; business papers and direct mail campaigns. *il Sales Management* 59:76+ S 15 '47

- How sound an investment is trade association advertising? W. Mitchell, jr. *il Sales Management* 59:130+ N 1 '47

- Industrial PR program at the local level; Manufacturers' assn. of Jamestown, N.Y. L. Sanborn. *Ptr Ink* 218:40 Mr 7 '47

- Margarine manufacturers to fight for market with continuing association and brand ads. W. H. Davis. *Ptr Ink* 218:72 Ja 31 '47

- Meat institute planning to combat misinformation. *Ptr Ink* 220:94 S 12 '47

- Members of the men's hat industry pull together to profit separately. T. Armstrong. *il Sales Management* 57:44-6 N 20 '46

- Planned lighting program shows utilities way to heavier pay load. E. M. Kelley. *il Sales Management* 59:106+ Ag 15 '47

- Rockford NIAA chapter sparks employee information campaign. *Ptr Ink* 221:38-9 O 3 '47

- 325 small brewers unite to get big-time advertising. J. Clark. *Ptr Ink* 217:52-3 N 15 '46

- \$250,000 promotion spurs savings bank thrift habit. *Sales Management* 58:88-9 Mr 1 '47

- What big money advertising is doing for West Coast lumber. L. Newkirk. *il Sales Management* 59:78+ Ag 15 '47

- What can local associations do about the cooperative advertising campaign. R. W. Elton. *Paint Oil & Chem R* 109:72-3 N 14 '46

ADVERTISING, Community. See Community advertising**ADVERTISING, Cooperative**

- How two national advertisers doubled promotion by tie-in; Cling Peach Board and Kraft Foods join forces. C. J. Swan. *il Ptr Ink* 220:38-9 Ag 8 '47

- Louisiana advertises yam sweet potatoes. D. H. Halsey. *Ptr Ink* 218:30+ F 7 '47

ADVERTISING, Cooperative—*Continued*

16 manufacturers tell the story of industry; 52 employee and community relations page messages in Keokuk newspaper. R. A. Kling. *Ptr Ink* 217:43-4 D 20 '46

See also

Advertising, Association

Manufacturers and dealers

Chicago Tribune's new selective-area co-op plan gives retailers low-cost mass ad coverage. H. E. Green. *Ptr Ink* 219:86 Je 13 '47

How to prepare a dealer-manufacturer omnibus promotion; 27-page ad introducing new line of Drexel furniture. S. S. Preston, jr. *il Ptr Ink* 220:34-5 Ag 8 '47

Our co-op advertising is no dark-of-the-moon deal; J. P. Smith shoe co., Chicago. M. B. Cutler. *Ptr Ink* 217:101-2+ N 15 '46
23 questions about your cooperative advertising. M. Adams. *Ptr Ink* 218:29-31 F 21 '47

Tie-in advertisements

Tie-in ads continue rapid growth. B. Tolk. *il Ptr Ink* 221:86 O 10 '47

ADVERTISING, Direct

See also

Package inserts

ADVERTISING, Direct mail. *See* Advertising, Mail

ADVERTISING, Educational

Ads in plant-city newspapers show workers and public extent of strike-induced losses; Hinde & Dauch paper company, Sandusky. *Ptr Ink* 217:65 D 27 '46

Advertising can help settle labor disputes; case history. M. Davis. *il Ptr Ink* 217:77-8+ D 13 '46

Advertising council paves way for mass world-mindedness; potent world-trade stimulus envisaged by broad campaign. C. Cloyes. *il For Comm W* 27:3+ Je 7 '47

Advertising freedom. M. Adams. *Adv & Sell* 40:78 Jl '47

America, the uninformed. A. H. Motley. *Sales Management* 59:sup6-7+ N 1 '47

American investment; advertising campaign to inform Americans of current crisis in education. *Sales Management* 59:67+ O 1 '47

American way of life; advertising campaign of Dayton power & light company. K. C. Long. *Pub Util* 39:69-72 Ja 16 '47

Electric industry fights back; 170 companies use advertising to oppose government ownership. A. C. Spurr. *Adv & Sell* 39:47-8 S '46; Same cond. *Pub Util* 39:48-50 Ja 2 '47

Free enterprise, what is it and how does it work? Union oil co. of California advertisements. J. H. Collins. *Sales Management* 58:37-9 F 1 '47

Health education campaign is good public relations; Sharp & Dohme information on immunization of children. E. J. Dever, jr. *il Ptr Ink* 218:44-5 Mr 14 '47

Home town campaign clicks; Racine manufacturers' newspaper, radio and direct-mail effort. W. D. Stansil. *il Ptr Ink* 218:46-7 Mr 21 '47

How to create year-round markets for seasonal items; advertise all year, educate dealers, offer special inducements. *Ptr Ink* 219:48+ Ap 25 '47

How to get full value from goodwill advertising. H. C. Link. *Adv & Sell* 39:78+ N '46

How we built community support for the United Nations; Calco division. American cyanamid co. G. B. Meynell. *il Ptr Ink* 220:30-1+ S 26 '47

Industrial PR program at the local level; Manufacturers' assn. of Jamestown, N.Y. L. Sanborn. *Ptr Ink* 218:40 Mr 7 '47

Land of plenty, of what? Kearney & Trecker campaign. A. John. *il Ind Marketing* 32:36-7+ Ap '47

Molding public opinion through advertising. D. Dudley. *Ann Am Acad* 250:105-12 Mr '47

Non-commercial network program builds good-will, sales; Greatest story ever told, sponsored by Goodyear. V. J. Dallaire. *il Ptr Ink* 220:36-7 Ag 22 '47

Oregon Grange merchandises its activities. W. A. Ayres. *Ptr Ink* 217:143-4 N 15 '46
Other states eye North Carolina's success in state-wide good health campaign. *Ptr Ink* 219:90 My 9 '47

People must be told! urges businessmen to counteract falsehoods. E. F. Hutton. *Comm & Fin Chr* 166:1533+ O 16 '47

Plant city ads create good-will, boost private enterprise; Illinois watch case co. J. W. Bowman. *Ptr Ink* 218:34-5 Ja 3 '47
Plant-community advertising next door to Russia! Finland, Arabia company. F. Rudge. *il map Ptr Ink* 220:30-1 Ag 15 '47

Plant gives company facts in local ads. *Factory Management* 105:100-1 Je '47

Plastics makers will use educational ads to eliminate brand-name confusion. W. H. Davis. *Ptr Ink* 219:106 My 16 '47

Public relations ads will increase. *Ptr Ink* 219:66-7 My 30 '47

Putting public interest first pays off for advertisers; Ceco, Ford and others. H. E. Green. *Ptr Ink* 219:48-9 Ap 11 '47

Same layout, changing copy used in wide trade campaign; Joseph Dixon Crucible graphite products. *il Ptr Ink* 221:37 O 3 '47

Sell America to Americans; no. 1 theme of advertising men. *Sales Management* 59:125-6+ N 1 '47

Selling free enterprise; Union oil co. allocates 30 per cent of advertising appropriation to selling public on American way of life. D. Sweeney. *Nat Pet N* 39:30+ My 7 '47

Selling the public on higher fares; Capital transit company, Washington, D.C. *Bus Transportation* 26:60-1 F '47

16 manufacturers tell the story of industry; 52 employee and community relations page messages in Keokuk newspaper. R. A. Kling. *il Ptr Ink* 217:43-4 D 20 '46

Sweet land of poverty? Kearney & Trecker ad. *il Ind Marketing* 32:95-6+ F '47

To explain U.S. economic system; joint A.N.A.-A.A.A.A. committee renders report. J. Smock. *Adv & Sell* 40:41+ My '47

Town-meeting and local press; Stamford-Greenwich manufacturers tell the story of community business. *Trusts & Estates* 84:486-8 My '47

Trade-paper ads meet the recession talk head-on! Cleveland chain & mfg. co. D. J. Gemmell. *il Ptr Ink* 220:42+ Jl 18 '47

Why doesn't public relations copy stop talking to itself? C. & O. copy and other exceptions. J. F. Egan. *Adv & Sell* 40:41+ Ja '47

See also

Advertisements—	Advertising, Trade
Books and booklets	union
Advertising, Association	Government advertising
Advertising, Institutional	Publicity

ADVERTISING, Foreign

Apply the F principle to export advertising. F. G. Cherry. *Ind Marketing* 32:68+ Je '47

Does South America need special ads? case for and against preparing specific copy and art for each export market. E. W. H. Lumsden. *Adv & Sell* 40:60+ My '47

845 agencies place 19,723 pages of advertising in U.S. export publications during 1946. *Ind Marketing* 32:138+ Ap '47

Export media in an agency library. M. E. Crookston. *Special Lib* 38:108-11 Ap '47

4A's set up new bureau to offer foreign media data. *Ptr Ink* 218:83 F 21 '47

Language mill; selling American products to foreign markets. D. Dyer. *Ind Marketing* 31:43-4+ N '46

LeTourneau tells how its ad campaign is tailored to reach export markets. J. G. Van De Loo. *il Ind Marketing* 32:132+ O '47

See also

Advertising—Latin America
Advertising—Russia

ADVERTISING, Fraudulent

Agencies dispute FTC jurisdiction; Ipana advertising copy case. *Ptr Ink* 219:97+ Je 20 '47

Fleischmann's yeast FTC charges augmented. *Oil Paint & Drug Rep* 151:50 F 24 '47

ADVERTISING, Indirect

Features customers' produce in chicken and eggs campaign; Staley poultry feed. *il* Ptr Ink 220:35 Ag 22 '47

See also

Products, Identification of

ADVERTISING, Industrial

Advertising and technical research. M. R. Budd. *Ind Marketing* 31:46+ D '46

Advertising industrial lubricants. *il* *Ind Marketing* 32:87-8+ Ap '47

Advertising reveals market pattern for 275 products. charts (p42-7) *Ind Marketing* 32:40-1+ Ag '47

Backing up distribution of industrial goods. J. A. Proven. *Ind Marketing* 31:51-2+ N '46

Business paper competition winners show big improvement. *il* *Ptr Ink* 219:40-1+ My 16 '47

Cannon's man-hunt for 60,000 industrial prospects for connectors. *Sales Management* 59:100 JI 15 '47

Chemical formulas in copy penetrate special markets; B. F. Goodrich chemical co. G. B. Koch. *Ptr Ink* 217:43 N 22 '46

Copy chasers; review of NIAA panel exhibit winners. *il* *Ind Marketing* 32:99-100+ Ag '47

Direct mail reestablishes neglected industrial contacts; American brass co. flexible metal hose and tubing. C. E. Woodward. *Ptr Ink* 219:46-7 Ap 11 '47

Economics of industrial advertising; reprint of 1923 address. J. H. Neal. *il* *Ind Marketing* 32:33-4+ S '47

Effectiveness of repeated advertisements. *Ind Marketing* 32:36-8+ S; 50-1+ O '47 (to be cont)

Gray-Mills helps distributors conduct direct mail campaign. A. Bernstein. *il* *Ind Marketing* 32:66+ Mr '47

How Gray-Mills promotion turns prospects into customers. R. Hollis. *il* *Sales Management* 57:91-2+ N 10 '46

How sound an investment is trade association advertising? W. Mitchell, jr. *Sales Management* 59:130+ N 1 '47

How to get news into your industrial ads. C. Graves. *il* *Ptr Ink* 218:48-9 Mr 21 '47

How to put guts in an industrial ad; hide-outs for ideas. A. J. Griffin. *Ind Marketing* 31:32+ N '46

How to talk with salesmen about industrial sales aids; Hewitt-Robins inc. G. J. Slade. *il* *Sales Management* 58:48+ My 20 '47

How we cracked a specialized industrial market; Resinco products & chemical co. R. P. Goodale. *Ptr Ink* 220:56+ JI 25 '47

Human interest touch in industrial company publications; Forgings. S. J. Borchers. *il* *Ind Marketing* 32:45+ F '47

Industrial admen hesitate to predict heavy budgets for '47. NIAA survey shows. W. H. Davis. *Ptr Ink* 217:72 D 27 '46

Industrial ads talk to people, too. C. H. Biscardi. *Adv & Sell* 40:49 My '47

Industrial advertiser timidly tries a contest; it worked! Pittsburgh Equitable Meter. W. A. Marsteller. *il* *Ptr Ink* 219:45+ Je 27 '47

Industrial advertisers spend \$300 million a year. G. D. Crain, jr. *Ind Marketing* 32:33 Ag '47

Industrial advertising puts over war-developed product; engineers and purchasing agent had to be convinced that cost increases were valid; Truarc retaining rings. *il* *Ptr Ink* 219:43 My 30 '47

Industrial advertising's man-of-the-year; E. J. Shelley, Ozalid division of General aniline and film corporation. *il* *Ind Marketing* 32:85-6+ Ja '47

Industrial catalogs and bulletins need a change of pace. M. A. Hasselmann. *il* *Ind Marketing* 31:44-5+ D '46

Let us sharpen up old principles! R. S. Peare. *il* *Ptr Ink* 221:58-9+ O 31 '47

Making a midget ad budget do the work of a giant; Acme fishing tool co. small-space campaign. J. H. Warburton. *il* *Ptr Ink* 220:62+ S 5 '47

National Industrial advertisers association membership roster. *Ind Marketing* 31:1-47 sec 2 N '46

Need thought-starters for promotional pieces? National industrial advertisers association loan library. *Sales Management* 58:93 Ap 1 '47

100 sales letters a week keep the customers coming; California vegetable concentrates, inc. J. B. Pardieck. *il* *Sales Management* 58:70-1 Mr 1 '47

Our plant executives read industrial ads for profit; test proves these ads contain answers to many problems. V. P. Thomas. *il* *Ptr Ink* 217:37-9 D 6 '46

Plan your ad appropriation stone by stone; build well, big enough for today's job. R. D. La Fond. *Ind Marketing* 32:49-50+ Ag '47

Please, no iron curtain, industrial admen plead; should be permitted to participate in policy making. R. H. Ganly. *Ptr Ink* 217:50-2 N 15 '46

Powerful graphics, personalized copy help launch new Harvester division. *il* *Ind Marketing* 32:46-7+ S '47

Put your mailing list in fighting trim for postwar sales. D. C. Miner. *Ind Marketing* 31:60+ D '46

Qualifications for the industrial advertising manager; 16 points. *Ptr Ink* 219:46-7 My 16 '47

Robins shakeout taps new industrial market. A. E. Conover. *il* *Sales Management* 58:58+ Ap 15 '47

Same layout, changing copy used in wide trade campaign; Joseph Dixon Crucible graphite products. *il* *Ptr Ink* 221:37 O 3 '47

Six tools for industrial selling; salesmen's calls, business papers, catalogs, expositions, mail, personal letters. R. H. Baldwin. *Ptr Ink* 218:40-1 Mr 28 '47

Trade-paper ads meet the recession talk head-on! Cleveland chain & mfg. co. D. J. Gemmell. *il* *Ptr Ink* 220:42+ JI 18 '47

Under which shell? Parker-Kalon socket screw advertising. *Sales Management* 58:64+ Ap 1 '47

What do buyers expect of industrial advertising? W. E. Cummin. *Ptr Ink* 219:42-3 Ap 18 '47

When it takes a book to tell all, write it! machine tool builder wrote technical best-seller. F. Wittner. *il* *Ind Marketing* 32:51-2+ Ag '47

Why not a mass technique to sell the business market? M. N. Chappell. *Ptr Ink* 221:175 O 31 '47; Same. *Sales Management* 59:97 N 1 '47

You can sell management, keep management sold if your approach is right. C. A. Petri. *Ind Marketing* 32:47+ JI '47

See also

Advertising mediums	Machine tool industry—Advertising
—Trade journals	
Equipment industries—Advertising	National industrial advertisers association

Inquiries

Formula for evaluating industrial advertising from inquiries. P. A. Amundsen. *Ind Marketing* 32:37-8+ Ja; 39-40+ F; 45-6+ Mr '47

How American MonoRail handles inquiries. E. H. Doerger. *il* *Ind Marketing* 32:58+ JI; 62+ Ag '47

ADVERTISING, Institutional

Consider booklets for your public relations. C. Judson. *il* *Ptr Ink* 219:40-2 Je 6 '47

Engineering advertising solves a problem; Trane company's institutional campaign. *il* *Ind Marketing* 32:43+ Je '47

How to merchandise your annual report; Borden co. uses it as public relations tool. V. Dallaire. *il* *Ptr Ink* 219:40-1 Je 13 '47

Muskegon promotes piston ring sales with famous sayings. *il* *Ind Marketing* 31:47+ D '46

Personnel recognition promotion pays dividends; Lucky stores, inc. D. Murphy. *Ptr Ink* 219:94+ My 23 '47

Plant city ads create good-will, boost private enterprise; Illinois watch case co. J. W. Bowman. *Ptr Ink* 218:34-5 Ja 3 '47

Review of plant-city advertising. *il* *Ind Marketing* 32:109-10+ JI '47

ADVERTISING, Institutional—Continued

Story behind a trademark; New Jersey zinc company's booklet. R. Davison. *il Ind Marketing* 32:41-2+ Je '47

We made 200 products but not many people knew us; Eagle-Picher co., Cincinnati. *Ptr Ink* 218:41 F 28 '47

ADVERTISING, Mail

Add a personal touch to swell direct-mail results. E. N. Mayer, jr. *Ptr Ink* 219:38-9 Ap 25 '47

Advantages and disadvantages of direct-mail advertising. E. N. Mayer, jr. *il Ptr Ink* 219:38-9 Je 27 '47

Brief case notes; direct mail sells large estate. D. Crowell. *Ptr Ink* 217:53 N 15 '46

Bunell company gets results from its direct mail advertising literature. A. Bernstein. *il Ind Marketing* 32:66+ Ag '47

Business campaigns win DMAA awards. H. Burnett. *il Ind Marketing* 31:48-9+ D '46

Business paper advertising and/or direct mail? A. H. Dix. *Ind Marketing* 32:49+ O '47

Direct-mail campaign gets national dealerships; Regal manufacturing co., South Gate, Calif. J. H. Zebrowski. *Ptr Ink* 217:68+ N 15 '46

Direct mail pulls more if addressing is right. D. Ross. *il Adv & Sell* 40:58+ J1 '47

Direct-mail spokesman asks compromise on third-class postal boost. E. N. Mayer, jr. *Ptr Ink* 218:93 Mr 21 '47

Don't forget the envelope; it's the package for your mail. C. J. Swan. *il Ptr Ink* 220:32-4 Ag 15 '47

\$5,000,000 pay-off from an insurance mail campaign; New England Mutual Life. W. C. Gentry. *il Sales Management* 58:116+ Ja 15 '47

Gray-Mills helps distributors conduct direct mail campaign. A. Bernstein. *il Ind Marketing* 32:66+ Mr '47

How addressing affects results of direct mail; handwriting doesn't always outpull typing and typing doesn't always outpull stenciling, but neat addressing is always best. E. N. Mayer, jr. *Ptr Ink* 218:42-3 Ja 17 '47

How advertising pre-sells Gypsum's partition systems. J. J. Ryan. *il Sales Management* 57:73-4 N 10 '46

How Carnegie-Illinois covers thousands of prospects by mail. H. R. Roberts. *Sales Management* 59:44-6+ S 1 '47

How Gray-Mills promotion turns prospects into customers. R. Hollis. *il Sales Management* 57:91-2+ N 10 '46

How to get your full money's worth at the post office. E. N. Mayer, jr. *il Ptr Ink* 220:36-8 J1 25 '47

How to unearth sales leads by direct mail; Detjen electric fly screens. *il Sales Management* 58:107 Je 1 '47

Humanics; abstract. E. L. Bernays. *Adv & Sell* 40:90 Je '47

It's a form of show business sold by direct mail; J. L. Stuart manufacturing company displays for pageants, etc. E. Gidlow. *il Sales Management* 59:82+ N 1 '47

Mail campaign makes sales, improves esprit de corps; TelAutograph. E. M. Housman. *Ptr Ink* 218:44-5 Ja 31 '47

Mailings sell air service to specific prospect groups. J. W. Austin. *il Sales Management* 59:59-60 Ag 1 '47

Merchandising a company-sponsored textbook; Cincinnati milling and grinding machine. H. J. Dods. *Ptr Ink* 219:62 Je 20 '47

Mercury mailings sell improved service to 200,000 car owners. D. G. Baird. *il Sales Management* 59:102+ J1 15 '47

NIAA plaque winners in industrial direct mail campaigns. W. D. Molitor. *il Ind Marketing* 32:108+ Ag '47

New product introduced despite small budget; cooperative newspaper and direct-mail advertising; Kleen Flush. D. Markstein. *Ptr Ink* 218:74 F 21 '47

100 sales letters a week keep the customers coming; California vegetable concentrates, inc. J. B. Pardieck. *il Sales Management* 58:70-1 Mr 1 '47

Put your mailing list in fighting trim for postwar sales. D. C. Miner. *Ind Marketing* 31:60+ D '46

Selective selling averts city's post-war slump; Huntsville, Ala. advertises. *Sales Management* 58:81 Mr 1 '47

Seven cardinal rules for direct-mail success. E. N. Mayer, jr. *Ptr Ink* 219:38-9 My 30 '47

73 awards to best direct-mail campaigns. *Ptr Ink* 221:112 O 24 '47

Six ways to put more pull into direct mail advertising; Air Express literature. *il Sales Management* 59:48+ S 15 '47

Study reports executive preferences in direct mail. *Ptr Ink* 217:102 D 20 '46

Ten ways to put prestige into your printed salesmanship. D. Ross. *Ptr Ink* 220:73 S 19 '47

What happens to media direct mail that does get past the secretary? J. C. Cumming. *Sales Management* 59:77-8+ J1 1 '47

What kind of direct mail gets past the private secretary? *il Sales Management* 58:44-6 Ap 15 '47

What makes a letterhead good? C. Dahl. *il Ptr Ink* 221:54 O 17 '47

See also

Mailing lists

Folders

What to do when customers don't know your story; Norton company direct mail folders. R. A. Reed. *il Sales Management* 58:102+ Mr 15 '47

Inquiries

Direct mail reestablishes neglected industrial contacts; American brass co. flexible metal hose and tubing. C. E. Woodward. *Ptr Ink* 219:46-7 Ap 11 '47

Printing

Color often increases results of direct mail. E. N. Mayer, jr. *Ptr Ink* 217:38-9 D 20 '46

Heavyweight color of mailing pieces need not always be black. G. J. Church. *il Inland* *Ptr* 119:55 Je '47

Returns

Copy that clicked; Conlan Electric direct-mail 2-color booklet with letter, offer new customer exclusive distribution set-up. R. Manville. *il Ptr Ink* 219:48 Ap 4 '47

\$5,070 advertising builds \$500,000 business in 1 year; direct mail and business publications teamed to sell furniture; food service equipment industry. W. H. Davis. *Ptr Ink* 219:36 My 30 '47

How a successful mail-order business was started; Cheney's seasoning, salad mix and six food flavorings. L. F. Thomann. *Ptr Ink* 219:49 Ap 4 '47

Stuffers

Seven of ten plants route stuffers with bills; Worthington pump & machinery corp. F. B. Koss. *Ptr Ink* 220:60-1 Ag 1 '47

Testing

You can test only one part of a mailing at one time. E. N. Mayer, jr. *Ptr Ink* 217:49 N 15 '46

ADVERTISING, National

Advertisers must ask, explore, experiment; never be satisfied. E. B. Myers. *il Ptr Ink* 221:56-7+ O 31 '47

Advertisers urged to push brand name story. N. Kelne. *Ptr Ink* 219:118 Ap 25 '47

Advertising protects brand name from becoming generic term. *il Ptr Ink* 220:59 S 5 '47

Brand names get boost in Greenfield test. *Sales Management* 59:79 N 1 '47

Buyers want national brands. *il Bsns W* p65-6 J1 5 '47

Chicago Times pantry poll no. 4; selected products of which stocking increased or decreased from August 1945 to August 1946. *Ptr Ink* 217:94+ D 6 '46

Cleveland newspapers hold conference on production of national advertisements. *Inland* *Ptr* 118:67-8 Mr '47

Department store ads in national magazines. E. M. Housman. *il Ptr Ink* 219:32-3 Je 6 '47

How a regional advertiser went national successfully; Hunt Foods 90-item line spearheaded by tomato sauce campaign. L. F. Thomann. *il Ptr Ink* 220:29-30+ S 5 '47

ADVERTISING, National—Continued

- Independent grocers switching to national brands, NARG survey indicates. W. H. Davis. *Ptr Ink* 220:87 Ag 22 '47
- Indianapolis Star issues first consumer analysis. *Ptr Ink* 217:58-9 D 27 '46
- Kroger promotes for profit; grocery chain advertising national brands. *il Bsns W* p62+ O 11 '47
- Local advertiser goes national without losing personal touch; O'Brien's of California. L. F. Thomann. *Ptr Ink* 219:36 Ap 18 '47
- Most national advertising is not salesmanship in print; Ricketts' studies at N. W. Ayer show 75 per cent is indirect. J. D. Woolf. *Ptr Ink* 219:33-4 My 2 '47
- National brands now get full recognition in Kroger chain. J. B. Hall. *il Sales Management* 59:42-4 Ag 1 '47
- Plus uses for small space; small units added to national advertising programs. C. Judson. *il Ptr Ink* 218:42-3 F 14 '47
- Private brands go national; Chester H. Roth co. *Bsns W* p59-61 Ja 18 '47
- Sales zoomed 100% when all marketing devices were in gear; to make consumer specialty out of industrial private brand, marketing program integrated distribution, advertising, pricing and display; Duro plastic metal solder. C. Margolis. *Ptr Ink* 218:31-3+ Mr 28 '47
- Stokley diversifies. *Bsns W* p72-5 F 15 '47
- Stressing brand name in selling furniture; Morgan furniture company. N. S. Irwin. *il Adv & Sell* 40:50 S '47
- Survey shows drug chains now push national brands; study of Madison (Wis.) market. L. J. Houfek. *Ptr Ink* 217:40-2 N 22 '46
- What folks want for Christmas; autos, appliances most popular; brand preferences. *il Sales Management* 59:50+ N 1 '47
- Why buyers wait for name brand radios when others are plentiful. *Sales Management* 57:48+ N 20 '46
- Window displays and heavy newspaper lineage sell brand names story in Greenfield experiment. *il Ptr Ink* 221:182 O 31 '47

Local tie-in

- More sales power from your advertising. D. Ross. *Adv & Sell* 40:56+ Je '47

ADVERTISING, Outdoor

- Advertising sign made of concrete block. *il Concrete* 55:22 O '47
- Down to earth advertising; on subway sidewalk gratings. *il Bsns W* p48 F 1 '47
- Outdoor should tell its story of public service. J. DunLany. *Ptr Ink* 219:36-7 My 23 '47
- Packages, trade names stressed in outdoor advertising. C. D. McCormick. *il Adv & Sell* 40:60 F '47
- T.A.B. issues Fort Wayne study of outdoors. *Ptr Ink* 220:90 Ag 8 '47

See also

- Airships in advertising
Billboards
- Electric signs
Posters

Measurement

- T.A.B. studies outdoor advertising in Ft Wayne. V. H. Pelz. *Adv & Sell* 40:41+ S '47

ADVERTISING, Point-of-sale

- Ad program integrates spot, magazines and point-of-sale; Durham-Enders razor corp. *il Ptr Ink* 219:42-3 My 9 '47
- Don't overlook tags; they often clinch the sale. *il Ptr Ink* 218:42-3 Mr 21 '47
- Gear point-of-purchase promotion to modern super-market merchandising; improve store displays. F. L. McKibbin, jr. *il Ptr Ink* 220:34-6+ J1 18 '47
- Get them to see, pick up and read your package; 59 varieties of complementary ideas. F. L. McKibbin, jr. *il Ptr Ink* 221:38-40 O 17 '47
- Lessons we learned on point-of-sale displays. J. Ungar. *il Ptr Ink* 219:42-3 My 2 '47
- Point-of-sale promotion features young movie stars; Cinderella hat co. *il Ptr Ink* 220:38 Ag 22 '47
- Product to the forefront in new displays; fewer merely decorative. C. J. Swan. *il Ptr Ink* 217:38-9 N 22 '46

- Store audits show efficiency of displays; case study made in 9 Cleveland chain drug-stores. C. Margolis. *Ptr Ink* 217:36-7 D 27 '46

- Television use taught at point of sale. *Ptr Ink* 219:92+ My 23 '47

- 20th century heraldry; display and packaging plan for Meadow Gold. W. H. East, jr. *il Mod Packaging* 20:106-10+ Ap '47

- Will food markets use more display material? national study shows which types of manufacturer-supplied store displays dealers want. E. Van Brunt. *il Ptr Ink* 220:34-6+ S 12 '47

- You can avoid waste of point-of-sale material. S. Brock, jr. *Ptr Ink* 218:43 F 21 '47

See also

- Advertising—Dealers,
Appeal to

ADVERTISING, Radio. See Radio advertising**ADVERTISING, Soliciting of**

- Advertiser's duty in agency solicitations; definition of agency-client relationship is needed. W. Weir. *Ptr Ink* 218:33-4 Mr 21 '47
- Agencies take advertiser peeves as constructive criticism. E. J. Dever, jr. *Ptr Ink* 219:44+ My 23 '47
- Agency executives believe advertisers should cooperate when open to solicitation. E. J. Dever, jr. *Ptr Ink* 219:50+ My 2 '47
- Agency men agree with critics; product and markets should be studied before a solicitation. E. J. Dever, jr. *Ptr Ink* 219:40-2 Ap 25 '47
- Are sales executives doing their full job about their company advertising? *Sales Management* 59:164 S 1 '47
- Better solicitations depend on advertiser cooperation. E. J. Dever, jr. *Ptr Ink* 219:50-1 My 16 '47
- Brief case notes on media selling. D. Crowell. Published in weekly numbers of *Printers' ink*
- Buyer talks while salesmen listen; BSF&D's Detroit conference. G. C. Smith. *Adv & Sell* 40:45-6+ Ap '47
- Knowledge of prospects' needs helps agencies get accounts. E. J. Dever, jr. *Ptr Ink* 219:48+ My 9 '47
- Space rep's disease; its cause, treatment and cure. P. Wylie. *Ptr Ink* 221:29-31 O 3 '47
- What a space buyer thinks of media salesmen. S. J. McGarvey. *Ptr Ink* 220:29-31 Ag 1 '47
- What advertisers think of agency solicitation methods. E. J. Dever, jr. *Ptr Ink* 217:31-3+ N 1; 50-1+ N 8; 42-3+ N 15; 44-5+ N 22; 36-7 N 29; 40-1 D 6; 64+ D 13; 49-50+ D 20; 40-1 D 27 '46; 218:32-3 Ja 3; 45-7 Ja 10; 40-1 Ja 17; 44-5+ Ja 24; 39-43 Ja 31 '47
- ADVERTISING, Trade union**
- A.F.L. advertising; Taft-Hartley bill touches off a campaign costing \$1 million. *Bsns W* p 102-3 Je 14 '47
- Louisiana unions tell a public service story. *Ptr Ink* 220:98 J1 18 '47
- Unions talk back via radio advertising. *Sales Management* 59:131 J1 15 '47
- ADVERTISING agencies**
- Agencies in 1947. B. Tolk. *Ptr Ink* 217:71+ D 27 '46
- All-American advertising agency. D. Ogilvy. *Adv & Sell* 40:50+ F '47
- Cole agency; faced with the merger problem. M. E. Maxfield. *Ptr Ink* 219:43-5 Je 6; 42-3 Je 13; 46-7 Je 20; 40-1 Je 27; 220:40-1 J1 4; 38-9 J1 11; 40-1 J1 18; 50+ J1 25; 38-9 Ag 1; 55 Ag 8; 50 Ag 15; 58+ Ag 22 '47
- Fifty years of advertising. E. E. Calkins. *il Ptr Ink* 221:42-4 O 10 '47
- J. Walter Thompson company. *il Fortune* 36: 94-101+ N '47
- Just what is an advertising agency? J. Sollish. *Ptr Ink* 217:194 N 15 '46
- WAA signs 30 agencies for regional campaigns. *Ptr Ink* 217:104 N 22 '46
- What advertisers think of agency solicitation methods. E. J. Dever, jr. *Ptr Ink* 217:31-3+ N 1; 50-1+ N 8; 42-3+ N 15; 44-5+ N 22; 36-7 N 29; 40-1 D 6; 64+ D 13; 49-50 D 20; 40-1 D 27 '46; 218:32-3 Ja 3; 45-7 Ja 10; 40-1 Ja 17; 44-5+ Ja 24; 39-43 Ja 31 '47

ADVERTISING agencies—Continued

What agency has operated longest without change of name. *Ptr Ink* 218:64 Ja 31 '47

Accounting

BED&O wins tax suit on employees' stock; working capital placed in direct ratio to billing. H. L. Stephen. *Ptr Ink* 221:181 O 31 '47

Does cost finding pay the agency? L. W. Ellis. *Ptr Ink* 220:34-5 Ag 22 '47

How modified cost systems vary agency overhead. L. W. Ellis. *Adv & Sell* 40:64+ S '47

Advertising

Advertisers think/agencies should advertise themselves. E. J. Dever, jr. *Ptr Ink* 218:44-5+ Ja 24 '47

Agency uses teaser campaign to solicit new accounts. *il Ptr Ink* 219:92+ Ap 11 '47

Self-advertising by agencies on upswing; strong selling copy used by majority. B. Tolck. *il Ptr Ink* 219:104+ Je 20 '47

Art departments

Can art in advertising be improved without impairing sales effect? P. May. *Ptr Ink* 220:42+ Ag 29 '47

What good is an art director? H. F. O'Brien. *Ptr Ink* 219:38-9+ Je 13 '47

Buildings

Agencies scramble for anything with a roof; they buy, remodel and even turn residential. B. Tolck. *il Ptr Ink* 218:84 F 21 '47

Client relations

Advertiser's duty in agency solicitations; definition of agency-client relationship is needed. W. Weir. *Ptr Ink* 218:33-4 Mr 21 '47

Agencies seeking accounts should inform themselves about advertisers' problems. E. J. Dever, jr. *Ptr Ink* 217:50-1+ N 8 '46

Agencies take advertiser peeves as constructive criticism. E. J. Dever, jr. *Ptr Ink* 219:44+ My 23 '47

Agency executives believe advertisers should cooperate when open to solicitation. E. J. Dever, jr. *Ptr Ink* 219:50+ My 2 '47

Agency men agree with critics; product and markets should be studied before a solicitation. E. J. Dever, jr. *Ptr Ink* 219:40-2 Ap 25 '47

Better solicitations depend on advertiser co-operation. E. J. Dever, jr. *Ptr Ink* 219:50-1 My 16 '47

Company ad departments should aid, not compete with their agencies; Shell's organization. H. R. Hammerman. *il Ptr Ink* 220:27-9 Ag 15 '47

Four-A's suggests ways to improve relations with associations. D. E. Joseph. *Ptr Ink* 218:39+ Ja 24 '47

Knowledge of prospects' needs helps agencies get accounts. E. J. Dever, jr. *Ptr Ink* 219:48+ My 9 '47

Ten ways to get the most out of your advertising agent. L. Gibson. *Ptr Ink* 220:27+ Jl 4 '47

Commissions

How should advertising agencies get paid for their service? F. R. Gamble. *Sales Management* 58:56 Mr 1 '47

Today's problems of the frozen 15%. J. A. Murphy. *Adv & Sell* 39:49+ D '46

What should the agency charge for service? L. W. Ellis. *Adv & Sell* 39:46+ N '46

Consolidation

Cole agency; faced with the merger problem. M. E. Maxfield. *Ptr Ink* 219:43-5 Je 6; 42-3 Je 13 '47

Should an agency buy billing or build it? L. W. Ellis. *Ptr Ink* 220:30-2 Jl 25 '47

Employees

Account executive quits. M. E. Maxfield. *Ptr Ink* 219:46-7 Je 20 '47

Agency ad attracts wounded veterans anxious for jobs they can perform. *Ptr Ink* 217:91-2 N 22 '46

B&B's college of advertising knowledge; Benton & Bowles' on-the-job training. V. J. Dallaire. *il Ptr Ink* 218:32-3 F 21 '47

Cream of veterans enter agencies, ad departments as apprentices. A. B. Barber. *Ind Marketing* 32:45-6+ Ja '47

How it feels to take 4-A's aptitude tests. P. Gilbert. *Adv & Sell* 40:50+ Ag '47

How to do away with copy chiefs; looking back over decade. W. Weir. *Adv & Sell* 40:38+ F '47

It's embarrassing, financially that is! payroll payments of agencies favor contact over copy. J. E. Matthews. *Ptr Ink* 217:160 D 13 '46

New aptitude testing weighed by 4-A's on basis of Philadelphia pilot exam. B. Tolck. *Ptr Ink* 217:107 D 13 '46

New talent for advertising; 4A's examination. J. H. S. Ellis. *Adv & Sell* 40:34 Je '47

When firing, remember that ad people are sensitive. J. Bonnell. *Ptr Ink* 218:74+ F 14 '47

Why some men hit the firing line. W. A. Lowen. *Ptr Ink* 217:118 N 29 '46

Film departments

Film departments in ad agencies. M. Frisbie. *il Ptr Ink* 219:53-6+ Ap 25 '47

Finance

Do advertising agencies need a new incentive? proposal to replace 15 per cent commission system with one based upon cost plus and a bonus. R. C. Shaw. *Adv & Sell* 40:50+ O '47

New and small agencies feel economic pinch. B. Tolck. *Ptr Ink* 220:141 S 19 '47

Should an agency buy billing or build it? L. W. Ellis. *Ptr Ink* 220:30-2 Jl 25 '47

What is safe ratio of worth to expense? L. W. Ellis. *Adv & Sell* 40:72+ O '47

Libraries

Export media in an agency library. M. E. Crookston. *Special Lib* 38:108-11 Ap '47

Librarian, first aid to the advertising agency. K. Currie. *Special Lib* 38:213-16 S '47

McCann-Erickson's librarian lends a hand in training more agency librarians. *Ptr Ink* 219:107-8 Ap 25 '47

Management

Advertising agencies; what part can they play? F. M. Cone; H. E. Cassidy. *il Ptr Ink* 221:60-1+ O 31 '47

Agencies hunt for cost-cutting methods; add accountants and install machine operations. B. Tolck. *Ptr Ink* 220:91 Jl 25 '47

Agency billing. *Ind Marketing* 31:122+ N 46

Agency network is cure for lonesomeness. L. W. Ellis. *Adv & Sell* 40:72+ F '47

Can you breed profitable business-building ideas? D. Belding. *Sales Management* 59:48+ Jl 1 '47

Going over the factory. J. Barnetson. *Ptr Ink* 218:38 Ja 17 '47

How a large agency uses the consumer purchase panel; J. Walter Thompson co. gives clients picture of market characteristics and behavior. R. H. Ganly and R. D. Crisp. *il Ptr Ink* 220:50-1+ S 19 '47

How case chart helps set agency objectives. L. W. Ellis. *Adv & Sell* 40:66+ Je '47

How to bridge the gap between research and copy. L. W. Ellis. *Adv & Sell* 40:54+ My '47

How traffic department of an advertising agency functions. E. J. Dever, jr. *il Ptr Ink* 220:32-3 Ag 1; 44+ Ag 8 '47

Lewis credits agency's \$3,500,000 coup to long-range planning. *Ptr Ink* 219:113 My 23 '47

One way to reduce agency costs; revising on paper, not on metal. G. H. Andrew. *Adv & Sell* 40:60 Je '47

Small agencies can use high-price talent; counsel for two days is worth the cost. H. A. Thompson. *Ptr Ink* 219:36-7 My 9 '47

Ten-man stage of agency organization. M. B. Ellis. *Adv & Sell* 39:53-4+ D '46; 40:50+ Ja '47

Today's advertising agency approach to advertising problems. W. Seiler. *Adv & Sell* 39:42 N '46

Want agency economy? organize the agency to be more productive. H. T. Ewald. *Ptr Ink* 220:37-9 Jl 18 '47

ADVERTISING agencies—Management—Cont.
Why agencies lose accounts. E. J. Dever, jr.
Ptr Ink 218:40-1 Ja 17 '47

Public relations

Open house improves agency public relations;
Jaqua co., Grand Rapids, Mich. il Ptr Ink
220:30-1 Ag 22 '47

Selection

Advertisers want prospective agency to have
experience in their type of account. E. J.
Dever, jr. Ptr Ink 217:44-5+ N 22 '46
How advertisers rated agencies seeking their
accounts. E. J. Dever, jr. Ptr Ink 217:49-
50+ D 20 '46
How some advertisers guide agency solici-
tations. E. J. Dever, jr. Ptr Ink 217:36-7 N
29 '46
Some advertisers select an agency without
solicitation. E. J. Dever, jr. Ptr Ink 218:
32-3 Ja 3 '47
We chose our agency by asking 36 questions.
C. B. Konselman. Ptr Ink 218:34-5 Ja 17
'47
Who selects the advertising agency? E. J.
Dever, jr. Ptr Ink 217:40-1 D 27 '46
Why some agency solicitations fail. E. J.
Dever, jr. Ptr Ink 217:40-1 D 6 '46
Why some agency solicitations succeed; some
advertisers select an agency for its or-
ganization, others for the ideas presented.
E. J. Dever, jr. Ptr Ink 217:64+ D 13 '46

Service

How advertising agencies handle public rela-
tions. J. A. Murphy. Adv & Sell 40:116+
Mr '47
Jack-of-all-trades. Aesop Glim. Ptr Ink 218:
74 Mr 28 '47
Major agencies tighten up on extra services
as rising costs lead to added charges. B.
Tolk. Ptr Ink 217:87+ D 20 '46
Services that advertisers expect from agen-
cies. E. J. Dever, jr. Ptr Ink 218:45-7 Ja
10 '47

Space buyers

Buyer talks while salesmen listen; BSF&D's
Detroit conference. G. C. Smith. Adv &
Sell 40:45-6+ Ap '47
What a space buyer thinks of media sales-
men. S. J. McGarvey. Ptr Ink 220:29-31 Ag
1 '47

ADVERTISING allowances

New dealer contract plan introduced by
Libby's. il Ptr Ink 220:88 Ag 8 '47

ADVERTISING and credit

Quick look at consumer advertising shows
opportunities for bank loans. A. F. Back-
inger. Banking 40:39-40 O '47

ADVERTISING and employees

Ads tell workers about company products;
Simplex wire & cable co. H. A. Morss, jr.
il Factory Management 105:125-6 My '47
How Hercules talks to employees about ad-
vertising and sales promotion. T. Marvin.
il Sales Management 57:77-8 N 10 '46
Merchandise your advertising to your factory
workers. C. B. H. Parker. il Ptr Ink 220:
34-5 Jl 4 '47
Seven ways to merchandise your ads to plant
and office employees. C. Rondonanski. Ptr
Ink 220:38 Ag 29 '47

See also

Advertising—Em-
ployees, Appeal to

ADVERTISING and public service

Public service advertising not local enough?
Ptr Ink 218:67 Ja 3 '47

ADVERTISING and salesmen

Ad proof envelope helps inform Hercules
salesmen on campaign. Ind Marketing 31:
72 N '46

Ads give single personality to all local repre-
sentatives; Personal finance co. wants all
its managers to be friendly and cheerful.
R. K. Steinman. il Ptr Ink 220:34-5 Ag 29
'47

Direct-mail package of ad reprints and cal-
endar blotters builds business for Penn
Mutual's 360 agents. Ptr Ink 219:64+ Je 20
'47

How advertising can reduce unit sales costs.
C. S. Wilkinson. Ind Marketing 32:35+ Ap
'47

How Grolier is dignifying the job of direct-
to-consumer selling. T. Armstrong. il Sales
Management 59:45-6+ O 1 '47
How to talk with salesmen about industrial
sales aids; Hewitt-Robins inc. G. J. Slade.
il Sales Management 58:48+ My 20 '47
How we tied advertising in with our new
sales program; Chamberlin co. of America,
Detroit. R. H. Breitenbach. Ptr Ink 219:46
Ap 18 '47

More sales power from your advertising. D.
Ross. Adv & Sell 40:56+ Je '47

Preprint promotion to salesmen boosts sales,
brings copy clues. K. B. Hopkins. il Ptr
Ink 220:32-4 S 26 '47

Salesman's corner; use of printing as a help
to salesmen. F. Rundell. Inland Ptr 119:
62-4 S; 120:54-6 O '47

Salesmen ask for closer cooperation with ad-
men. Ptr Ink 219:110 Ap 18 '47

Salesmen, scrubwomen, truck drivers, all can
be idea getters. D. Ross. Ptr Ink 220:80+ S
5 '47

This consumer campaign is really aimed at
the salesmen; Central manufacturers mutu-
al insurance co. P. W. Purmort. Ptr Ink
220:42+ Jl 11 '47

Use glamour, humor, showmanship to sell
salesmen on value of ads; Philco storage
battery division. J. A. Gilruth. il Ptr Ink
220:36-7+ Jl 11 '47

What to tell your salesmen about your radio
advertising. S. Levitan. Sales Management
58:77-8 My 1 '47

ADVERTISING appropriations

CBS, ABC and Mutual networks report 1946
billings. Ptr Ink 218:76+ Ja 17 '47
Counter-cyclical fund for advertising. O. A.
Keyser. Adv & Sell 40:34 Ap '47

Cowles urges advertising reserve funds. Ptr
Ink 218:106 F 28 '47

Here's the answer to Eversharp's \$64 ques-
tion; three network radio shows and lots
of newspaper, magazine and point-of-sale
promotion cost \$6,500,000 per year. V. J.
Dallaire. il Ptr Ink 217:46-7 D 20 '46

How much of a product's sales should be
spent in advertising? H. B. West. il Adv &
Sell 40:36-7+ Jl '47

How to increase sales through better media
selection; J. Walter Thompson co. survey.
A. Hurd. Sales Management 57:44-6+ D 15
'46

How to keep management sold on advertising.
E. H. Doerger. il Ind Marketing 32:62+ Ag
'47

How to plan your advertising budget. J. G.
Maynard. Ind Marketing 31:50+ N '46

Industrial admen hesitate to predict heavy
budgets for '47, NIAA survey shows. W. H.
Davis. Ptr Ink 217:72 D 27 '46

Leading advertisers of 1946 and their expendi-
tures; 777 companies invested \$501,597,854
in magazines, farm papers and network
radio. Ptr Ink 219:47-8+ Ap 18 '47

Leading newspaper advertisers in 1946. Ptr
Ink 219:54+ My 23 '47

Making a midget ad budget do the work of a
giant; Acme fishing tool co. small-space
campaign. J. H. Warburton. il Ptr Ink 220:
62+ S 5 '47

Management marketing conference hears
warning on setting of advertising budget.
J. Givner. Ptr Ink 218:96 Ja 17 '47

NIAA releases annual survey of industrial
advertising budgets. Ind Marketing 32:114+
Ja '47

Plan your ad appropriation stone by stone;
build well, big enough for today's job. R. D.
La Fond. Ind Marketing 32:49-50+ Ag '47

This small-budget advertiser competes with
giants; Pharis tire & rubber co. H. Pitner.
Ptr Ink 219:37-9 Ap 11 '47

20 excuses of weak-kneed advertisers. C. C.
Chamberlain. Ptr Ink 219:31-2 Je 13 '47

ADVERTISING art

Advertising award winners, review of 1947
Art directors awards. C. Coiner. il Adv &
Sell 40:44-5 My '47

American bazaar; gallery of art of American
salesmanship. il Fortune 36:108-21 N '47

Art directors name winners of 26th annual
exhibition. il Ptr Ink 219:36-7 Ap 25 '47

Can art in advertising be improved without
impairing sales effect? P. May. Ptr Ink 220:
42+ Ag 29 '47

ADVERTISING art—Continued

- Fifty years of advertising. E. E. Calkins. il Ptr Ink 221:34-6+ O 3 '47
 Gap between fine and commercial art narrows. P. Smith. Ptr Ink 219:26 Ap 25 '47
 Small agencies can use high-price talent; counsel for two days is worth the cost. H. A. Thompson. Ptr Ink 219:36-7 My 9 '47
 Ten medal awards in Chicago art directors' show. il Ptr Ink 219:34-5 My 30 '47

See also

- Advertisements, Pictorial
 Posters

ADVERTISING artists

- How to copy advertising layouts and artwork honestly. F. Howley. il Inland Ptr 118:79-80 D '46
 How to save money on art work and electrotypes; 14 hints on relations with artists; ordering electrotypes. H. Bauer. il Ptr Ink 218:40-1 Mr 14 '47
 Who causes whose ulcers, and why? Copy writers don't give us the stuff to work with! Artists don't bother to examine our copy! A. Shaw; L. Gibson. Ptr Ink 221:36-7 O 10 '47

ADVERTISING as a profession

- Copy writer is like an intern. K. Millard. Ptr Ink 219:168 Ap 18 '47
 Magic formula for advertising success; time, talent, training, sweat, struggle. H. Stebbins. Ptr Ink 218:37-8 F 14 '47
 New talent for advertising; 4A's examination. J. H. S. Ellis. Adv & Sell 40:34 Je '47
 Night watch. A. D. Converse, Jr. Ptr Ink 219:154 Ap 25 '47; Discussion. B. Kingston. 219:148 My 16 '47
 Who's too old; is advertising a young man's business? Aesop Glim. Ptr Ink 218:44 Ja 17 '47

ADVERTISING associations*See also*

- National industrial advertisers association

Directories

- Directory of associations. Adv & Sell 40:45-6 F; 174 Mr; 119 Ag '47

ADVERTISING awards

- Advertising award winners, review of 1947 Art directors awards. C. Coiner. il Adv & Sell 40:44-5 My '47
 Annual advertising awards, 1946; types of awards. Adv & Sell 39:33-5 N '46
 Annual advertising awards, 1946; winners. il Adv & Sell 40:4-40 Mr '47
 Art directors name winners of 26th annual exhibition. il Ptr Ink 219:36-7 Ap 25 '47
 ABP presents awards to winners in 5th annual advertising competition. il Ind Marketing 32:38-40 Je '47
 Business campaigns win DMAA awards. H. Burnett. il Ind Marketing 31:48-9+ D '46
 Business paper competition winners show big improvement. il Ptr Ink 219:40-1+ My 16 '47
 Butler, Kobak and Du Mont win advertising medals. Ptr Ink 218:104 Mr 14 '47
 CFAC presents awards in annual competition. il Ind Marketing 32:51 Je '47
 Copy chasers; review of NIAA panel exhibit winners. il Ind Marketing 32:99-100+ Ag '47
 Eight car card survey winners announced by the Continuing study of transportation advertising, ARF. il Ptr Ink 219:34-5 Je 6 '47
 McGraw-Hill will make annual \$1,000 award to NIAA chapter. Ind Marketing 32:118+ Mr '47
 Putman publishing company to make annual \$1,000 award to NIAA member and his agency. Ind Marketing 32:140+ O '47
 73 awards to best direct-mail campaigns. Ptr Ink 221:112 O 24 '47
 STA award winners. il Inland Ptr 119:38-9 My '47
 Ten medal awards in Chicago art directors' show. il Ptr Ink 219:34-5 My 30 '47

See also

- Radio advertising—Awards

ADVERTISING campaigns

- Advertising savvy pays off; flexible format, effective text and pictures, family identity help current Seamless rubber co. campaign click. R. H. Ganly. il Ptr Ink 220:36-7 S 5 '47
 Balanced ad program used to introduce soap in the West. L. F. Thomann. il Ptr Ink 219:42 Je 27 '47
 Coast-to-coast campaign launches Elgin's new mainspring with 9 lives. H. D. Shaefter. il Sales Management 58:44-6 My 20 '47
 G-E builds campaign around new re-usable package; improved heating pads. il Ptr Ink 220:47 S 19 '47
 Home town campaign clicks; Racine manufacturers' newspaper, radio and direct-mail effort. W. D. Stansil. il Ptr Ink 218:46-7 Mr 21 '47
 How a regional advertiser went national successfully; Hunt Foods 90-item line spearheaded by tomato sauce campaign. L. F. Thomann. il Ptr Ink 220:29-30+ S 5 '47
 Land of plenty, of what? Kearney & Trecker campaign. A. John. il Ind Marketing 32:36-7+ Ap '47
 Louisiana advertises yam sweet potatoes. D. H. Halsey. Ptr Ink 218:80+ F 7 '47
 Making mud packs into millions; the story of Helene Curtis. W. Gidwitz. il Sales Management 58:93+ Ap 15 '47
 Sold: 50,000 pieces of ready-to-wear in seven days; Koret of California. E. Gidlow. il Sales Management 59:44-6 O 15 '47
 Special grower campaign moves surplus stocks held by dealers; Diamond walnuts. L. F. Thomann. il Ptr Ink 220:38-9 Ag 15 '47
 Stars for sales; Kroger promotion of national brands. il Sales Management 59:56+ O 15 '47

See also

- Buy-at-home campaigns

Moving picture tie-in

- Point-of-sale promotion features young movie stars; Cinderella hat co. il Ptr Ink 220:38 Ag 22 '47

Special weeks

- 1947 merchandising days and weeks. Ptr Ink 217:76 N 22 '46
 Week is born midst much publicity and advertising; American knit glove week. E. M. Housman. il Ptr Ink 219:44 My 30 '47

Teaser campaigns

- Agency uses teaser campaign to solicit new accounts. il Ptr Ink 219:92+ Ap 11 '47

Testing

- For a buyers' market: a tested formula for profitable sales promotions; Good House Stores laboratory, Philadelphia. H. E. Brown. Sales Management 58:46+ F 15 '47
 Tests prove value of untapped markets; Prentice-Hall protests Miracle of the bells, novel by Russell Janney. R. H. Ganly. Ptr Ink 218:48+ Mr 28 '47

See also

- Advertising, Mail—Testing

ADVERTISING cards

- Car card slogan, devised in wartime, still good; Topps gum. M. M. Levin. il Ptr Ink 218:42 F 7 '47
 Eight car card survey winners announced by the Continuing study of transportation advertising, ARF. il Ptr Ink 219:34-5 Je 6 '47
 Six pointers about car cards. F. Chapman. il Ptr Ink 221:40-1 O 3 '47
 Variety in car cards. il Ptr Ink 218:42 Ja 24 '47

ADVERTISING characters

- After 107 years bank tries advertising, finds it pays; trade character, Mr Money-in-the-bank. A. Woodley. il Ptr Ink 219:37 Ap 18 '47
 Multiple Mr Gus Gas; collection of gas advertising characters. H. Obermeyer. il Gas Age 99:48-9 Ap 17 '47
 When a car company needed friends; comic strip fellow called Joe Woe shows Los Angeles that cars and buses are run by just people. J. H. Collins. Pub Util 39:823-9 Je 19 '47

ADVERTISING copy

Advertising copy; variegation or reiteration. H. Halsell. Adv & Sell 39:42 D '46
 Aesop Glim's clinic; writing it simple. Ptr Ink 218:67 F 14 '47
 American scene; exaggeration in copy. M. Wiseman. Adv & Sell 40:69+ S '47
 Can you breed profitable business-building ideas? D. Belding. Sales Management 59: 48+ J1 1 '47
 Chemical formulas in copy penetrate special markets; B. F. Goodrich chemical co. G. B. Koch. Ptr Ink 217:43 N 22 '46
 Copy capsules. H. Stebbins. Ptr Ink 219:45 Je 13; 220:32 J1 25 '47
 Copy clinic. B. Tyler. il Adv & Sell 40:36-7+ Ja '47 [cont monthly]
 Copy makes it true; living up to advertising copy. Aesop Glim. Ptr Ink 220:110 S 26 '47
 Copy policy. M. Wiseman. Adv & Sell 40:60+ O '47
 Copy that clicked (cont). R. Manville. il Ptr Ink 213:106 N 23 '45; 214:29 F 8; 215: 47 My 31; 216:46 J1 26; 217:43 O 18; 48 D 20; 45-6+ D 27 '46; 219:46 My 9 '47
 Dear Bernice Fitz-Gibbon, I love you! lady inspires author to found whole new school of copy. D. Daniels. Adv & Sell 40:76+ Ja '47
 Do you know how to think? M. Wiseman. Adv & Sell 40:72+ Je '47
 Does need to fit campaign discourage good copy? R. E. De Castro. Adv & Sell 40:136+ Mr '47
 Don't be product-shy! M. Wiseman. Adv & Sell 40:56+ Ag '47
 The F principle. Aesop Glim. Ptr Ink 218: 74+ Mr 28 '47
 Fifty years of advertising. E. E. Calkins. il Ptr Ink 220:38-40+ S 26 '47
 Hog crossing America vs. the kid in upper 4. C. E. Parks. Ptr Ink 218:100 Ja 24 '47
 How to apply successful copy techniques to radio commercials; comparison of printed advertisements and radio commercials. C. H. Wolfe. Ptr Ink 221:44+ O 3 '47
 How to avoid tricky factors in pre-evaluating an ad program. R. Manville. il Ptr Ink 218: 54+ F 14 '47
 How to do away with copy chiefs; looking back over decade. W. Weir. Adv & Sell 40: 38+ F '47
 How to get an idea. R. J. McAndrews. Sales Management 58:48+ Ap 15 '47
 How to put guts in an industrial ad; hide-outs for ideas. A. J. Griffin. Ind Marketing 31:32+ N '46
 How will it do in Dubuque? J. Barnetson. Ptr Ink 217:37 N 22 '46
 Idea approach. R. Tinsman. il Ptr Ink 218:148 F 14 '47
 Industrial ads talk to people, too. C. H. Biscardi. Adv & Sell 40:49 My '47
 Interestingly slovenly ad copy. J. Milton. Ptr Ink 217:138 N 22 '46
 Let your copy express a selling idea; every product has personality, fingerprint it! W. B. Golovin. il Ptr Ink 218:48-9 F 7 '47
 Limited audience selection in headlines and copy. R. Manville. il Ptr Ink 217:60+ D 6 '46
 Memorability is important in industrial ads too; highlight company and product names. C. Graves. il Ptr Ink 218:46-7 Ja 31 '47
 More about ideas. M. Wiseman. Adv & Sell 40:60+ J1 '47
 Most national advertising is not salesmanship in print; Ricketts' studies at N. W. Ayer show 75 per cent is indirect. J. D. Woolf. Ptr Ink 219:33-4 My 2 '47
 Pre-evaluation, properly applied, can show which ad to run. R. Manville. il Ptr Ink 218:51-2+ Ja 24; 48-9 Ja 31; 54+ F 7 '47
 Relevancy in copy; necessity for no distraction. R. Manville. il Ptr Ink 217:64+ D 20; 45-6+ D 27 '46
 Salesmen, scrubwomen, truck drivers, all can be idea getters. D. Ross. Ptr Ink 220:80+ S 5 '47
 Start your outdoor copy with thumbnail sketch. J. Donnelly. il Adv & Sell 40:44+ Ap '47
 Text organization; basic structure. M. Wiseman. Adv & Sell 40:64+ My '47
 Text organization, the lead. M. Wiseman. Adv & Sell 40:50+ Ap '47

The two copy techniques have been married for years; Miss Juicy Starch Readership became the bride of Mr Best Seller in a simple ceremony at Grass Roots junction. R. York. Ptr Ink 220:42-3 Ag 8 '47

We need a wedding of the two copy techniques; golden age of advertising will come when Mr Hard-Selling Copy mates with Miss High-Readership Copy. W. Tyler. Ptr Ink 219:31-2 My 23 '47

We of Olympus, who believes us? H. Halsell. Adv & Sell 40:37 Ag '47; Discussion. (Hohum to you, Harold Halsell). F. R. Coutant. 40:43 O '47

Which counts most in advertising copy; sincerity or enthusiasm? J. L. Jones. Ptr Ink 220:33 J1 25 '47

See also

Advertisements
 Advertising—Psychology

Advertising ethics
 Sales letters

Competitive copy

Campaign renders knocks ineffective and creates good-will with former knockers; Calgon advertising. C. F. Wilner. il Ptr Ink 217:35 N 29 '46

Concentrate on your own, not your competitor's advertising. W. Green. Ptr Ink 220: 84 J1 25 '47

Credibility

Another study shows copy more important than position; Progressive Grocer ads. R. Manville. il Ptr Ink 219:53 Ap 11 '47

Believableness in copy; 15 ways to obtain it. R. Manville. Ptr Ink 218:48+ Ja 10 '47

Dealer tie-in

Personalized campaign achieves two goals; newspaper campaign of New Orleans petroleum co. D. Markstein. Ptr Ink 217:134 N 15 '46

Defensive copy

Ad to kill rumors builds business; Holbrook microfilming service, New York. Ptr Ink 218:106 Ja 24 '47

Exclamation points

Bang! exclam-less copy. J. Ecclesine. Ptr Ink 218:136 Ja 10 '47

Fashion appeal

Appeal to women featured in auto copy; Kaiser-Frazer stresses style and endorsements of fashion leaders. W. A. MacDonald. il Ptr Ink 221:45 O 10 '47

Elgin compacts climb on the fashion ensemble bandwagon. W. D. Evans. il Sales Management 59:130+ O 15 '47

We built a new brand name with almost nothing to sell; Cole swim suits. E. D. Adams. il Ptr Ink 218:48-9 Ja 24 '47

Free offers

Pressure on offer. R. Manville. Ptr Ink 218: 46-8+ Ja 17 '47

See also

Advertising copy—
 Premium offers

Advertising copy—
 Sample offers

Headlines

Layout of heading is an important part of the ad. D. E. Lathrop. il Ptr Ink 219:38-9 Je 6 '47

Limited audience selection in headlines and copy. R. Manville. il Ptr Ink 217:60+ D 6 '46

On the threshold; a department devoted to problems of the beginner in advertising. M. Wiseman. Adv & Sell 39:104+ D '46; 40: 72+ Ja '47

Start off with a smile. F. A. Kummer, jr. Adv & Sell 40:43 My '47

Starting point. Aesop Glim. Ptr Ink 219:94 Ap 25 '47

Historical appeal

Research heads off historical anachronisms for Hollywood; technique might well be applied by advertisers. il Sales Management 59:118+ O 1 '47

Human interest appeal

Human interest touch in industrial company publications; Forgings. S. J. Borchers. il Ind Marketing 32:45+ F '47

ADVERTISING copy—Continued

Information content

- Advertising copy that gives people what they really want. R. Manville. *il* *Ptr Ink* 217:54+ D 13 '46
- How to get news into your industrial ads. C. Graves. *il* *Ptr Ink* 218:48-9 Mr 21 '47
- Informative ads outsell others by 3 to 1; analysis of 583 advertisements. D. Starch. *il* *Adv & Sell* 39:52+ D '46
- What do buyers expect of industrial advertising? W. E. Cummin. *Ptr Ink* 219:42-3 Ap 18 '47

Language, style, etc.

- How plain talk increases readership 45 per cent to 66 per cent; Fleisch formula used by Wallaces' farmer. D. R. Murphy. *Ptr Ink* 220:35-7 S 19 '47
- How to write copy that sells. H. J. Caverhill. *Ind Marketing* 32:33+ F '47
- How to write copy that will be read; short sentences, concreteness, personal style. R. Fleisch. *il* *Adv & Sell* 40:113+ Mr '47
- H-y-p-h-e-n-i-t-i-s! A. R. Hasley. *Ptr Ink* 220:132 JI 25 '47
- Language mill; selling American products to foreign markets. D. Dyer. *Ind Marketing* 31:43-4+ N '46
- People are like that; writing something an average 14-year-old can understand and believe. Aesop Glim. *Ptr Ink* 218:51 Ja 3 '47
- Plain talk. *Ind Marketing* 32:81-2 S '47
- Simplifying your punctuation problem; satire. F. Flanagan and S. Merritt. *Ptr Ink* 218:160 F 7 '47
- Style makes radio copy more effective. M. E. Milliken. *Ptr Ink* 219:35 My 9 '47
- Test proves short words and sentences get best readership; Wallace's Farmer split-run test. D. R. Murphy. *Ptr Ink* 218:61-2+ Ja 10 '47
- Too, too smooth. F. A. Kummer, jr. *Ptr Ink* 218:146 Mr 14 '47
- Who's a logolept? L. Baron. *Ptr Ink* 220:152 S 26 '47

Length

- Thumbs down on this arbitrary division of copy. L. Baker. *Adv & Sell* 40:40 F '47

Local pride appeal

- Rockford NIAA chapter helps launch local community relations campaign. *il* *Ind Marketing* 32:116 Ag '47

See also

- Buy-at-home campaigns

Moving picture tie-in

- Koret adds new twist to Hollywood fashion tie-ins. *il* *Sales Management* 58:76+ Ap 15 '47
- Macy, Gimbels get together; promote new movie. *Ptr Ink* 219:116 My 23 '47

Negative appeal

- Birth of advertising ideas; Odonoro. J. D. Woolf. *il* *Adv & Sell* 40:43+ S '47
- Negative appeal pays in copy for men's clothing. C. A. Lipman. *il* *Ptr Ink* 218:36 Ja 3 '47

News appeal

- Advertiser equals the news; Franklin savings bank advertising in connection with Harvest moon ball in Madison Square Garden. *il* *Ptr Ink* 221:82 O 3 '47

Premium offers

- Manufacturers' '47-'48 premium promotions, up over '46, expected to set new records. N. Kelne. *Ptr Ink* 218:97+ F 28 '47
- Premium panel pays; Ralston purina co. analyzes use of whole package face for spoon offer. *il* *Mod Packaging* 20:121 JI '47
- Premium users and their offers. *Ptr Ink* 219:59+ My 2 '47

Price appeal

- Consumer attitudes show need of price policy advertising. E. J. Dever, jr. *Ptr Ink* 219:27-9+ Je 27 '47
- Putting public interest first pays off for advertisers; Ceco, Ford and others. H. E. Green. *Ptr Ink* 219:48-9 Ap 11 '47

Price justification

- Tells customers facts about prices; Porter-Cable machine company's letter to distributors. *Am Bsns* 17:34+ Je '47

Price quoting

- Favors price in copy. E. Bozorth. *Ptr Ink* 217:63 N 15 '46

Profit appeal

- Talk profit to retailers; 33 ways to put \$\$\$ into business-paper advertising. C. J. Swan. *il* *Ptr Ink* 219:35-7 Je 27 '47

Prophecies

- Prophecy, 1922; International correspondence schools aviation copy. P. V. Barrett. *Ptr Ink* 219:47 Ap 11 '47

Quality appeal

- Glamour and quality appeal prove a successful combination. *il* *Ptr Ink* 220:39 JI 25 '47
- Trade-up programs help both buyer and seller; by getting old customers to spend more and by reaching into higher-income markets. *Ptr Ink* 218:46-7 Mr 28 '47
- Zareh Garabed Thomajan; proprietor of high-priced haberdashery in downtown Boston. *Fortune* 36:148 N '47

Quotations

- Muskegon promotes piston ring sales with famous sayings. *il* *Ind Marketing* 31:47+ D '46

Reason appeal

- Repetitive or informative copy? A. H. Peron. *Adv & Sell* 40:34 F '47

See also

- Advertising copy—
Information content

Revision

- One way to reduce agency costs; revising on paper, not on metal. G. H. Andrew. *Adv & Sell* 40:60 Je '47
- There'll be some changes made. J. Barnetson. *Ptr Ink* 218:51 F 14 '47

Romance appeal

- Adler's tall story; Adler elevator shoe. R. G. Whalen. *il* *Adv & Sell* 40:36-7+ Ag '47
- Balanced ad program used to introduce soap in the West. L. F. Thomann. *il* *Ptr Ink* 219:42 Je 27 '47

Safety appeal

- Nation's airlines plan safety advertising campaign to combat air crash publicity. N. Kelne. *Ptr Ink* 218:107+ Ja 24 '47

Sample offers

- Sample hounds can be prevented from upsetting split-run research. F. B. Satterthwaite. *Ptr Ink* 220:70 Ag 22 '47

Sex appeal

- Is perfume advertising too sexy? *Ptr Ink* 217:39-40 D 13 '46

Specific copy

- Specificness in copy. R. Manville. *il* *Ptr Ink* 218:41-2+ Ja 3 '47

Statistics

- When to use percentages for comparisons. H. Zeisel. *Ptr Ink* 220:40+ Ag 15 '47

Testimonials

- J. Walter Thompson company. *Fortune* 36:226 N '47
- Lucky Strikes save the Florida's crew. E. E. Calkins. *Adv & Sell* 40:58 Ja '47
- Personalized campaign achieves two goals; newspaper campaign of New Orleans petroleum co. D. Markstein. *Ptr Ink* 217:134 N 15 '46

Themes

- How we changed over to hard-selling copy; Deepfreeze division, Motor products corp. R. V. Newbell. *il* *Ptr Ink* 217:34 D 27 '46
- I learned that single-theme copy sells personal service. M. Hessman. *Ptr Ink* 218:60+ F 14 '47

ADVERTISING copy—Continued

Tie-in copy

Tie-in ads continue rapid growth. B. Tolks. il Ptr Ink 221:86 O 10 '47

Use appeal

How to write copy that sells. H. J. Caverhill. Ind Marketing 32:33+ F '47
Job simplification case histories key ad theme for Standard Register. G. L. Staudt. il Ind Marketing 31:59+ D '46
LeTourneau tells how its ad campaign is tailored to reach export markets. J. G. Van De Loo. il Ind Marketing 32:132+ O '47

ADVERTISING copy writers

Are copy writers advertising men? J. H. Rogers. Ptr Ink 220:136 Ag 8 '47
Choosing the format. M. Wiseman. il Adv & Sell 39:94+ N '46
Copy writers on strike; need true, accurate and complete facts. Aesop Glim. il Ptr Ink 221:96 O 24 '47
Every copy writer should write a classified ad. S. D. Cowan, jr. Ptr Ink 219:128 My 30 '47
Five thoughts for young copy writers. H. H. Smith. Ptr Ink 218:31 F 21 '47
Imagination in writing advertising. J. D. Woolf. Adv & Sell 39:54 D '46
Never-learned lesson. W. Weir. Adv & Sell 40:34 S '47
People are like that; not always as the copy writer would like to have them. Aesop Glim. Ptr Ink 217:117-18 D 6 '46
Should copy writers form a union? R. B. Hara. Ptr Ink 217:170 D 6 '46; Reply. C. Spence 218:125 F 21 '47
Time to think. B. J. Paulson. Adv & Sell 39:54 N '46
Who causes those ulcers, and why? Copy writers don't give us the stuff to work with! Artists don't bother to examine our copy! A. Shaw; L. Gibson. Ptr Ink 221:36-7 O 10 '47
Writing for reading. A. Neville. Ptr Ink 219:140 Ap 4 '47

See also

Radio advertising—
Copy writers

ADVERTISING council

Advertising council backs ANA; 4-A drive to improve understanding U.S. system. Ptr Ink 219:109+ Ap 25 '47
Advertising council paves way for mass world-mindedness; potent world-trade stimulus envisaged by broad campaign. C. Cloyes. il For Comm W 27:3+ Je 7 '47
Mortimer, Winger named to top Ad council posts. Ptr Ink 218:103 Mr 21 '47
New ad theme. Bsns W p78+ Mr 8 '47

ADVERTISING cutouts

New high; four-page, four-color, cut-out insert for business papers announcing Crosley's new table television set. Aesop Glim. Ptr Ink 220:80 S 12 '47

ADVERTISING departments

Advertising production; what hopes for a happier future? N. C. Baron. J Retailing 22:73-7 O '46
Company ad departments should aid, not compete with their agencies; Shell's organization. H. R. Hammerman. il Ptr Ink 220:27-9 Ag 15 '47
How an advertising department can help top management. J. M. McKibbin. Ptr Ink 220:27-9 Jl 11 '47
How to sell advertising to top management. F. B. Heitkamp. Ind Marketing 31:29+ N '46
Tools of advertising service the machinery of industrial and public relations; three-way organization at Falk corporation. L. Fox. il Ind Marketing 32:43-4+ Mr '47

See also

Advertising managers

Records

Controlling advertising production with records; Remington Rand. J. Sheeran. Ind Marketing 32:39-40+ Ja '47

How American MonoRail handles inquiries. E. H. Doerger. il Ind Marketing 32:58+ Jl; 62+ Ag '47
This project record helps keep us within our advertising budget. M. Adams. il Ptr Ink 220:32-3 S 12 '47

ADVERTISING displays

Displays are important aids in promotion. D. W. Frye. il Gas Age 98:22-3+ N 28 '46
Good window displays are saved and used again; survey in New England. il Ptr Ink 220:40-1 S 12 '47
It's a form of show business sold by direct mail; J. L. Stuart manufacturing company displays for pageants, etc. E. Gidlow. il Sales Management 69:82+ N 1 '47
Laminates for outdoor displays; polyester resin impregnated glass mat and cloth used in molding tire display figures and stands. il diag Mod Plastics 24:100-1 Mr '47
Lessons we learned on point-of-sale displays. J. Ungar. il Ptr Ink 219:42-3 My 2 '47
Point of purchase; Einson-Freeman co. specializes in lithographic store displays. il Fortune 36:147 N '47
Will food markets use more display material? national study shows which types of manufacturer-supplied store displays dealers want. E. Van Brunt. il Ptr Ink 220:34-6+ S 12 '47

ADVERTISING ethics

Lucky Strikes save the Florida's crew. E. E. Calkins. Adv & Sell 40:58 Ja '47
Move over, Fred Allen! manhandling by censors suffered by writer of radio commercials. P. Artzt. Adv & Sell 40:41+ Je '47
Why people think advertising is horsefeathers. F. T. Quinn. Ptr Ink 220:128 Ag 15 '47

ADVERTISING federation of America

Annual convention, 43d, Boston. Ptr Ink 219:84+ My 30; 100 Je 6 '47

ADVERTISING illustrations. See Advertisements, Pictorial

ADVERTISING libraries

See also
Advertising agencies National industrial
—Libraries advertisers association—Library

ADVERTISING literature

Fire brick company issues folders to file and preserve its literature. A. Bernstein. il Ind Marketing 32:100+ Jl '47
Manufacturers can be educators. E. Booth. bibliog J Retailing 23:89-90+ O '47
Put it to work; Public service electric & gas co. distributes reference manuals to architects, builders, finance institutions and others. H. P. Morehouse. il Am Gas Assn Mo 29:328-30 Jl-Ag '47
Technical handbooks; essential service to customers. J. H. Jupe. Elec R (Lond) 141:517-18 O 3 '47

See also
Catalogs

Bibliography

Digest of manufacturers' new publications. Published in monthly numbers of Food industries
Manufacturers' latest publications. Published in monthly numbers of Chemical engineering
Manufacturers' literature. Published in monthly numbers of Materials & methods
New bulletins; 482 items covering equipment and supplies used by power engineers. Power 90:939-952b Mid-D '46
What's new in manufacturers' literature; metals, metal work, equipment, etc. Metal Prog 51:128a-128b Ja '47 [cont monthly]

ADVERTISING managers

How the advertising manager helps increase your profits. M. D. Ormes. Ind Marketing 32:33-5+ My '47
Management and the advertising. Am Bsns 17:32+ F '47
Please, no iron curtain, industrial admen plead; should be permitted to participate in policy making. R. H. Ganly. Ptr Ink 217:50-2 N 15 '46
PR duties of ad manager call for executive rank. Ptr Ink 217:33-5 D 20 '46

ADVERTISING managers—Continued

Qualifications for the industrial advertising manager; 16 points. *Ptr Ink* 219:46-7 My 16 '47

Directories

National industrial advertisers association membership roster. *Ind Marketing* 31:1-47 sec 2 N '46

ADVERTISING mediums

Ad space is where you find it; don't leave it blank; Towncliffe, C. Wolff. *Ptr Ink* 219:52 Ap 11 '47

Advertising reveals market pattern for 275 products. charts (p42-7) *Ind Marketing* 32:40-1+ Ag '47

Buyer talks while salesmen listen; BSF&D's Detroit conference. G. C. Smith. *Adv & Sell* 40:45-6+ Ap '47

Check list for selecting media. H. B. West. *il Adv & Sell* 40:35+ Ag '47

Coin changing machines new advertising medium. *il Ptr Ink* 217:69 N 29 '46

Critical appraisal of media research. A. Politz. *il Adv & Sell* 40:39-40+ Je '47

Dioramas for travelers. *Bsns W* p64 Ag 23 '47

Egg carton promotion, ad medium to sell eggs and many other products. *il Mod Packaging* 20:108-9+ Ag '47

Export media in an agency library. M. E. Crookston. *Special Lib* 38:108-11 Ap '47

Fifty years of advertising. E. E. Calkins. *il Ptr Ink* 221:48-50 O 17 '47

For better advertising; Advertising research foundation studies effectiveness of five different media. *Bsns W* p54+ N 9 '46

How coupon returns help us locate markets; reveal facts about media; Mullins manufacturing co. advertising of Youngstown kitchen. M. Adams. *Ptr Ink* 219:40-1 Je 20 '47

How to evaluate and compare advertising media. A. Politz. *Adv & Sell* 40:35+ Ap '47

How to increase sales through better media selection; J. Walter Thompson co. survey. A. Hurd. fold map *Sales Management* 57:96-101 N 20; 92-3+ D 1; 44-6+ D 15 '46; Discussion. G. C. Jordan. 59:70-1+ J1 1; 108+ J1 15 '47

Lyric suite on media. C. Liggett. *Ptr Ink* 220:42 S 5 '47

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Media predict bigger and brighter 1947. D. Bruner. *Ptr Ink* 217:71+ D 27 '46

Media profits decline from '46 peak; paper companies more than double their net. *Ptr Ink* 220:64 Ag 29 '47

Media profits rose sharply in 1946. *Ptr Ink* 219:110+ Ap 25 '47

New advertising outlets continue to increase despite rising costs and shortages. D. Bruner. *Ptr Ink* 219:99 Je 6 '47

Nine factors in the future of media. B. Duffy. *Ptr Ink* 221:62-3+ O 31 '47

1946; big year for advertising. *Bsns W* p70+ F 15 '47

P.I. advertising index in new form. H. Zeisel. *Ptr Ink* 218:52-4+ Mr 7 '47

Sales and advertising experts pick the best test markets of the country in three population groups for a 25-cent mass item to be distributed nationally through drug, variety and department stores. *Sales Management* 59:108+ S 1 '47

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Think of circulation in terms of people, not numbers. D. D. Patterson. *Ptr Ink* 219:78+ My 16 '47

What is an audience? L. Warner. *il Adv & Sell* 40:35+ J1; 39-40+ S '47

See also

Advertising, Soliciting of
Airships in advertising
Audit bureau of circulations

Moving pictures in advertising
Radio advertising
Slide films
Television advertising

Advertising

Publishers still have a good story to tell on the value of the advertising dollar. C. V. Kinter. *Ind Marketing* 32:48-9 Ap '47

What happens to media direct mail that does get past the secretary? J. C. Cumming. *Sales Management* 59:77-8+ J1 1 '47

Books

Bantam books sells ads, tries out higher price. *Bsns W* p59 F 22 '47

Checks

ATA promotes trucking industry by adopting standard bank check. *il Ind Marketing* 32:84 F '47

Comics

See Comics (books, strips, etc.)

Envelopes

Don't forget the envelope; it's the package for your mail. C. J. Swan. *il Ptr Ink* 220:32-4 Ag 15 '47

Farm papers

ARF reports initial survey of farm publications; readership of the Ohio farmer. *Ptr Ink* 218:102 Mr 14 '47

Farm men and women rate some ads tops. *Ptr Ink* 219:70+ Je 20 '47

Farm publications; advertising lineage, three-year comparative totals. *Ptr Ink* 218:144 F 7 '47

What do farmers read? J. Caples. *Adv & Sell* 40:40-1 J1 '47

Key tags

Frenchman to promote ads on hotel key-tags. *il Ptr Ink* 218:116+ F 7 '47

Match books

Aesop Glim's clinic; modest little book matches. *Ptr Ink* 218:67 F 14 '47

Newspapers

Ad argument; some newspapers dislike retailers' tie-ins that plug Life magazine. *Bsns W* p63-5 Je 14 '47

Ad research foundation reports on 100 studies. A. W. Lehman. *il Ptr Ink* 217:42-5 D 6 '46

Adventurous product advertising called for as NAEA plans 1947 newspaper program. H. E. Green. *Ptr Ink* 218:91+ Ja 17 '47

City versus town in newspaper readership. L. E. Borg. *Adv & Sell* 40:80 J1 '47

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Field retrenches; PM takes ads. *Bsns W* p32+ N 16 '46

Home town campaign clicks; Racine manufacturers' newspaper, radio and direct-mail effort. W. D. Stansil. *il Ptr Ink* 218:46-7 Mr 21 '47

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Leading newspaper advertisers in 1946. *Ptr Ink* 219:54+ My 23 '47

Newspaper advertising soars. *Bsns W* p64-5 S 6 '47

Newspaper campaign builds prestige for Pigott construction co. Hamilton, Ont. *Ptr Ink* 219:108 My 23 '47

Plant city ads create good-will, boost private enterprise; Illinois watch case co. J. W. Bowman. *Ptr Ink* 218:34-5 Ja 3 '47

Product expenditures of newspaper advertisers in 1946. *Ptr Ink* 219:60+ My 9 '47

34 neighborhood papers used by B'klyn Union Gas. H. A. Praeger. *Adv & Sell* 40:46+ S 47

The two copy techniques have been married for years; Miss Juicy Starch Readership became the bride of Mr Best Seller in a simple ceremony at Grass Roots junction. R. York. *Ptr Ink* 220:42-3 Ag 8 '47

ADVERTISING mediums—*Continued*

Periodicals

- Ad program integrates spot, magazines and point-of-sale; Durham-Enders razor corp. *Il Ptr Ink 219:42-3 My 9 '47*
- Copy that clicked; Federal Laboratories lawn edger. R. Manville. *Il Ptr Ink 219:46 My 9 '47*
- Copyright protection for advertising in periodicals. H. G. Henn. *Ptr Ink 220:42+ Ag 22 '47*
- How magazine advertising can be made more effective; selecting magazines, planning the approach, preparing advertising. H. B. West. *Adv & Sell 40:37-8+ O '47*
- How we changed over to hard-selling copy; Deepfreeze division, Motor products corp. R. V. Newbell. *Il Ptr Ink 217:34 D 27 '46*
- Magazine coverage study set for Buenos Aires. *Ptr Ink 219:100 Ap 4 '47*
- Magazine lineage; total lineage for five years. *Ptr Ink 218:146+ F 7 '47*
- Merchandising helps for magazine advertisers; third Deutsch & Shea study. *Ptr Ink 220:64 S 12 '47*
- National magazines as advertising media, booklet of Curtis publishing company. *Sales Management 59:144 N 1 '47*
- Pulp get rating as medium in survey of agency staffs. *Ptr Ink 221:102 O 3 '47*
- Society vs. independent magazines. K. J. Evans. *Ind Marketing 31:86+ D '46*
- Study of 22 magazines reveals shifts in women's interests; McCall surveys. D. E. Robinson. *Adv & Sell 39:47-8+ D '46*
- Tabloid vs. traditionals. H. S. Thoennebe. *Ind Marketing 32:130 O '47*
- Terwilliger criticizes the lack of standardized publication research. *Ptr Ink 218:69 Ja 31 '47*
- Townsend evaluation of advertisements to be applied to complete magazine issues. *Ptr Ink 218:91-2 Mr 21 '47*
- Use of incremental analysis in the selection of advertising media. S. Banks. *J Bsns 19:232-43 O '46*
- Use of magazine color ads nears new high. B. Tolk. *Il Ptr Ink 217:149 N 15 '46*

Rating

- Townsend evaluation of advertisements to be applied to complete magazine issues. *Ptr Ink 218:91-2 Mr 21 '47*

Service

- See also*
Radio broadcasting
stations—Service

Telephone directories

- Classified boom; phone book advertising; city directories. *Bsns W p32+ S 6 '47*

Trade journals

- Advertising rates in business papers are too low. J. K. Lasser. *Ptr Ink 220:38-40 S 19 '47*
- Advertising savvy pays off; flexible format, effective text and pictures, family identity help current Seamless rubber co. campaign click. R. H. Ganly. *Il Ptr Ink 220:36-7 S 5 '47*
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- Agencies place 458,425 pages of advertising in business papers in 1946; register 5.5 per cent gain; tabulation. *Ind Marketing 32:52+ Ap '47*
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- Business paper advertising volume reaches \$178 million in 1946. A. R. Venezian. *Ind Marketing 32:29+ Ja '47*
- Business paper competition winners show big improvement. *Il Ptr Ink 219:40-1+ My 16 '47*
- Does publication size affect advertising readership? J. F. Arndt. *Adv & Sell 40:42 Ag '47*

- 823 business papers report advertising up 4.0%; Printers' Ink annual survey. *Ptr Ink 218:48+ F 28 '47*
- G-E, Westinghouse, General Motors top buyers of business space; McGraw-Hill's 4½ year check of 182 publications. *Ind Marketing 32:37-30+ F '47*
- Get those business-paper ad plates in on time! *Ptr Ink 221:38-9 O 24 '47*
- How our business-paper ads serve customers and prospects; Bendix radio communications campaign. J. M. Sitton. *Il Ptr Ink 220:30-1 Ag 29 '47*
- How small advertiser by-passed competition to become a leader; domination in trade media and planned follow-through won national distribution for Kentile. C. J. Swan. *Il Ptr Ink 218:35-7 Mr 14 '47*
- Industrial advertising puts over war-developed product; engineers and purchasing agent had to be convinced that cost increases were valid; Truarc retaining rings. *Il Ptr Ink 219:43 My 30 '47*
- Market data book number, 1947. *Ind Marketing 31:1-511 O 25 '46*
- Trade-paper ads meet the recession talk head-on! Cleveland chain & mfg. co. D. J. Gemmell. *Il Ptr Ink 220:42+ J1 18 '47*
- \$295 business-paper ad draws \$60,000 worth of orders; Hanover wire cloth co. E. B. Frock. *Ptr Ink 218:39 Ja 17 '47*
- What's wrong with most news releases? M. G. Walther. *Ind Marketing 31:47+ N '46*
- Will business papers survive a drop in income? J. K. Lasser. *Ptr Ink 220:35-7 S 26 '47*

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- Labor press gets nibbles from national admen. D. Bruner. *Il Ptr Ink 220:95 S 12 '47*

Women's periodicals

- Good Housekeeping analysis of circulation and reader audience. *Sales Management 58:164 Mr 15 '47; Adv & Sell 40:78 Ap '47*
- Ladies home journal reports results of no-position policy. *Ptr Ink 218:34-6 F 28 '47*
- Women's magazines. *Ptr Ink 218:148+ F 7 '47*

ADVERTISING men

- Why don't advertising men dress better? D. Houghton. *Ptr Ink 218:148 Ja 24 '47*

See also

- | | |
|--------------------------|------------------|
| Advertising agencies | Advertising copy |
| —Employees | writers |
| Advertising as a | Advertising man- |
| profession | agers |
| <i>also</i> Fox, Herbert | |

ADVERTISING policies

- Cinderella product scores; cooperation with suppliers and retailers helps establish new rainwear line, Aquatogs. E. M. Housman. *Il Ptr Ink 218:43 Ja 24 '47*
- How our business-paper ads serve customers and prospects; Bendix radio communications campaign. J. M. Sitton. *Il Ptr Ink 220:30-1 Ag 29 '47*
- How small advertiser by-passed competition to become a leader; domination in trade media and planned follow-through won national distribution for Kentile. C. J. Swan. *Il Ptr Ink 218:35-7 Mr 14 '47*
- Let us sharpen up old principles! R. S. Peare. *Il Ptr Ink 221:58-9+ O 31 '47*
- This small-budget advertiser competes with giants; Pharls tire & rubber co. H. Pitner. *Ptr Ink 219:37-9 Ap 11 '47*
- Where will profits come from? A. J. Gallagher. *Sales Management 58:128+ Je 15 '47*

ADVERTISING portfolios

- 16 ideas for your 1948 sales and advertising presentation; Sterling Tool Products utilizes inserts to put punch in program portfolio. H. E. Green. *Il Ptr Ink 221:38-9 O 10 '47*
- This consumer campaign is really aimed at the salesmen; Central manufacturers mutual insurance co. P. W. Purmort. *Ptr Ink 220:42+ J1 11 '47*

ADVERTISING research

- Advertisers must ask, explore, experiment; never be satisfied. E. B. Myers. *Il Ptr Ink 221:56-7+ O 31 '47*
- Another study shows copy more important than position; Progressive Grocer ads. R. Manville. *Il Ptr Ink 219:53 Ap 11 '47*

ADVERTISING research—Continued

- Base on which selling plans and policies must build. V. D. Reed. *Ptr Ink* 221:64+ O 31 '47
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- AERIAL photography.** See Photography, Aerial
- AERIAL ropeways.** See Cableways
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- AERIAL warfare.** See Aeronautics, Military; Air raids
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Air flow Airplanes—Speed
Airplane stability Ballistics
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Air filters	Gas in air conditioning
Air purification	Heating
Cold storage	Humidity
Cooling	Ventilation
Deodorization	
Electricity in air conditioning	
also subdivision	Air conditioning under special subjects, e.g.
Airplanes	Restaurants
Cars	Ships
College buildings	Textile mills
Factories	Underground structures
Hotels	Warships
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Trust division

- 15th Mid-continent trust conference, Chicago. Banking 39:116 D '46
- 50th anniversary Trust conference, New York, Feb. 3-5. Banking 39:79-80 Mr '47
- Newly elected state vice presidents. Trusts & Estates 84:626 Je '47
- Proceedings of 15th Mid-continent trust conference, Chicago, Nov. 7-8. Trusts & Estates 83:572-5+ D '46
- Trust and banking highlights of the 73d annual convention. Trusts & Estates 85:367-70 O '47
- 28th mid-winter trust conference commemorates fiftieth anniversary of Division at New York, Feb. 3-5; proceedings. Trusts & Estates 84:135-40+ F '47

AMERICAN bankers insured loan plan

- Not A.B.A.-sponsored. Banking 39:76 D '46; Nat Underw (Life ed) 50:20 D 27 '46

AMERICAN bar association**Insurance section**

- Annual meeting, Cleveland, Sept. 22-23. East Underw 48:36-8 S 26 '47; Nat Underw 51:1+ S 25 '47; Nat Underw (Life ed) 51:2 S 26 '47; Weekly Underw 157:740-1 S 27 '47
- Continue group on insurance interstate commerce status. Nat Underw 51:2 F 13 '47; Same. Nat Underw (Life ed) 5:9 F 14 '47
- Name committees. Nat Underw (Life ed) 51:24 F 21 '47

Real property, probate and trust law section

- Annual meeting, Atlantic City, Oct. 28-29. Trusts & Estates 83:443-53+ N '46
- Annual meeting, Cleveland, Sept. 22-23. Trusts & Estates 85:285-366 O '47

AMERICAN book center for war devastated libraries, inc.

- Americans help restore libraries in war devastated Europe. Eng N 138:954 Je 12 '47

AMERICAN brake shoe company

- Expansion expected to boost sales. Barron's 27:35 S 8 '47
- Preferred stock offered. Comm & Fin Chr 166:1349 O 6 '47
- Preferred subscriptions. Comm & Fin Chr 166:1677-8 O 27 '47

AMERICAN businessmen's club

- A.B.C. in Amsterdam, one year old. For Comm W 27:23 My 17 '47

AMERICAN can company

- Annual report. Comm & Fin Chr 165:1857 Ap 7 '47
- Completes Arkansas plant. Manuf Rec 116:46 F '47
- Realistic re-appraisal; American Can vs. Continental Can. R. Carleson. il Mag of Wall St 79:743-5 Mr 29 '47

AMERICAN car and foundry company

- Annual report. Comm & Fin Chr 166:365-6 J1 28 '47
- C. J. Hardy, jr, succeeds F. A. Stevenson as president. pers Ry Age 122:1169 Je 7 '47
- Several years of big sales ahead. Barron's 27:27 Je 23 '47

AMERICAN ceramic society

- Annual meeting, 49th, Atlantic City, April 21-25; abstracts of papers. Brick & Clay Rec 110:49-50, 62+ My; 54+ Je '47
- Annual meeting, 49th, Atlantic City, April 21-25; abstracts of papers. Cer Ind 48:56-7+ Je '47
- Annual meeting, 49th, Atlantic City, April 21-25; officers. Cer Ind 48:50-2 My '47
- Annual meeting program, 49th, Atlantic City, April 21-25. Cer Ind 48:86-8 Ap '47
- Annual meeting program, 49th, Atlantic City, April 21-25; with author index[p 108]. Am Cer Soc Bul 26:59-85 Mr 15 '47
- Forty-ninth annual meeting with historical data, portraits, committees, etc. Am Cer Soc Bul 26:143-64 My 15 '47
- President's report. J. E. Hansen. Am Cer Soc Bul 26:123 Ap 15 '47
- Report of committee on publications. Am Cer Soc Bul 26:242-4 Ag 15 '47

Glass division

- Annual meeting, Atlantic City, April 22-23; with abstracts of papers. Glass Ind 28:178-9+, 291-8+ Ap, Je '47
- Autumn meeting, 19th, Sept. 5-6; with abstracts of papers. Glass Ind 28:513-15+ O '47
- Meeting, Columbus, Sept. 13-14. Cer Ind 47:64-6 N '46

AMERICAN chemical society

- Abstracts of papers, 110th meeting, Chicago, Ill, Sept. 9-13, 1946. A. C. S. news service, 1155 Sixteenth st, NW, Washington 6, D.C. '46 (pa \$1)
- ACS activities in promoting scientific relations with other countries. Chem & Eng N 24:2887-8 N 10 '46
- ACS candidates for 1948; sketches and portraits. Chem & Eng N 25:3058-62 O 20 '47
- ACS council meeting, New York, Sept. 13. Chem & Eng N 25:2716-17+ S 22 '47
- Annual meeting, 111th, Atlantic City, April 14-18. Chem & Eng N 24:1241, 1321, 1495, 1568, 1655, 1720, 1852, 1930 My 5-12, 26-Je 16, 30-J1 7 '47
- Annual meeting, 111th, Atlantic City, April 14-18. Paper Ind 29:256+ My '47
- Award citations by President Noyes. il Chem & Eng N 25:2811+ S 29 '47
- Board of directors; minutes of meeting, Washington, D.C. Dec. 13-14, 1946. Chem & Eng N 25:20-2 Ja 6 '47
- Discussions on meetings. A. H. Emery. Chem & Eng N 24:2757, 3018, 3148, 3306+; 25:219-20 O 25-D 25 '46, Ja 27 '47
- Divisional business reports. Chem & Eng N 25:3078-9 O 20 '47
- Divisional programs at the Atlantic City meeting. Chem & Eng N 25:1244-61 My 5 '47
- Hancock report. G. M. Juredine. Chem & Eng N 25:1298 My 5 '47
- Market research division in ACS urged by Concannon. Chem & Eng N 25:1331 My 12 '47
- Meeting, New York, Sept. 15-19; program. Chem & Eng N 25:2262-88 Ag 11 '47

AMERICAN chemical society—Continued

- Meeting, 112th, New York, Sept. 15-19. Chem & Eng N 25:2806-10 S 23 '47
- Meeting, 112th, New York, Sept. 15-19, divisional programs; with abstracts of papers. Chem & Eng N 25:2882-99 O 6 '47
- Midwest regional meeting, 15th, Kansas City, June 23-25. Chem & Eng N 25:2006-7 J1 14 '47
- National meeting, 111th, Can Chem & Process Ind 31:413-16 My '47
- National meeting, 112th, New York. Chem Age (Lond) 57:435-6 S 27 '47
- National meeting, 112th, New York, Sept. 15; abstracts of papers. Soap & San Chem 23: 41-3+ O '47
- New constitution offered for ratification; official report. Chem & Eng N 25:2823-6 S 29 '47
- New council committees. A. H. Emery. Chem & Eng N 25:1789 Je 23 '47
- New York AIC discusses merger with ACS. Chem & Eng N 25:368 F 10 '47
- Northwest regional meeting, Moscow, Idaho. Chem & Eng N 25:1508-9 My 26 '47
- Officers, committees, and student affiliate chapters. Chem & Eng N 25:1601-6 Je 2 '47
- Official reports, 111th meeting, Atlantic City. Chem & Eng N 25:1348-74 My 12 '47
- Official reports, 112th meeting, New York, Sept. 12-14. Chem & Eng N 25:2995-3010 O 13 '47
- Official reports for the year 1946. Chem & Eng N 25:513-40 F 24 '47
- Ohio-Michigan regional meeting, Toledo, March 14-15. Chem & Eng N 25:909-10 Mr 31 '47
- Preliminary program, Atlantic City meeting, April 14-18, 1947. Chem & Eng N 25:23-7 Ja 6 '47
- Program of fifteenth Midwest regional meeting, Kansas City, Mo, June 23-25. Chem & Eng N 25:1586-8 Je 2 '47
- Program of the Atlantic City meeting, April 14-18. Chem & Eng N 25:676-96 Mr 10 '47
- Progress report no. 14 of the committee on professional training. Chem & Eng N 24: 3301-2+ D 25 '46
- Progress report no. 15 of the committee on professional training. Chem & Eng N 25: 2369-70 Ag 18 '47
- Record-breaking program scheduled for fall ACS meeting. Chem & Eng N 25:2491-3 S 1 '47
- Report of the committee on revision of the ACS constitution. Chem & Eng N 25:1595-600 Je 2 '47
- Report on organization of the American chemical society; Hancock report. Chem & Eng N 25:insert [p 1-57] F 17 '47
- Second annual Southwestern regional meeting. Chem & Eng N 25:30-1 Ja 6 '47
- Special programs at Atlantic City meeting. Chem & Eng N 25:964-5 Ap 7 '47
- Spring meeting, 111th, Atlantic City, April 14-18. Chem & Eng N 25:1172-7 Ap 28 '47; Oil Paint & Drug Rep 151:7+ Ap 21 '47

Chemical education division

- Meeting, Chicago, Sept. 9-13. J Chem Educ 23:618-19+ D '46

Chicago section

- Technical conference, 2d, Chicago. Chem & Eng N 25:370-1 F 10 '47

Industrial and engineering chemistry division

- Distillation topic at I & E C symposium. Chem & Eng N 25:158-9+ Ja 20 '47

Kansas state college section

- Kansas state college and the American chemical society. II Chem & Eng N 25: 1045 Ap 14 '47

New York section

- New York section makes air debut. Chem & Eng N 25:366-7 F 10 '47

Petroleum division

- Abstracts of papers presented before Division of petroleum chemistry, Kansas City, Mo. June 23-25. Pet Refiner 26:182+ J1 '47
- Annual meeting, Atlantic City, April 14-18; abstracts of papers. Oil & Gas J 45:72-3 Ap 19 '47; Pet Refiner 26:182+ Ap '47

- Meeting, New York. Nat Pet N 39:19 S 17 '47

Rubber division

- Spring meeting, Cleveland, May 26-28. Chem & Eng N 25:1732-3 Je 16 '47; Oil Paint & Drug Rep 151:7+ Je 2 '47
- Spring meeting, Cleveland, May 26-28; abstracts of papers. Rubber Age 61:197-204 My '47; India Rubber World 116:212-17 My '47

AMERICAN chicle company

- Recession resistant stocks. Mag of Wall St 80:157 My 10 '47

AMERICAN cities power and light corporation

- Annual report. Comm & Fin Chr 165:1182 Mr 3 '47

- Liquidation asked. Comm & Fin Chr 165:1446 Mr 17 '47

AMERICAN coke and coal chemicals institute

- Annual meeting, French Lick, Ind. June 9. Chem & Eng N 25:1803 Je 23 '47

AMERICAN college of life underwriters

- C.L.U. examination series completed by 206 candidates. Nat Underw (Life ed) 51:2+ Ag 8 '47

- Rapid expansion noted in demand for broad educational facilities. J. S. Myrick. Weekly Underw 156:96 Ja 4 '47

- Reports peak year. Nat Underw (Life ed) Daily ed 51:20+ S 11 '47

- Trustees meeting, Boston, Sept. 8. Spectator (Life ed) 155:28-9+ S '47

AMERICAN commission on stratigraphic nomenclature

- Stratigraphic commission; organization and objectives of the Stratigraphic commission; Nature and classes of stratigraphic units. R. C. Moore. bibliog diags Am Assn Pet Geologists Bul 51:513-28 Mr '47

AMERICAN concrete institute

- Annual meeting, 43d, Cincinnati, Feb. 24-26. Am Concrete Inst J 18:sup2-12 Ap '47; Eng N 138:505-7 Ap 3 '47; Concrete 55:16+ Ap '47

- Institute, today and tomorrow. H. F. Gonnemann. Am Concrete Inst J 18:885-92 Ap '47

AMERICAN concrete pipe association

- Annual meeting, 39th, St Louis, Feb. 24-26. Concrete 55:22+ Ap '47; Rock Prod 50:172-4+ Ap '47

AMERICAN congress on surveying and mapping

- Annual meeting, 7th, Washington. Eng N 139:236+ Ag 21 '47

AMERICAN council of style and design

- New fight against design piracy. Textile Col 68:14-15+ O '46

AMERICAN cyanamid company

- How American Cyanamid handles its research reports. H. C. E. Johnson. Chem Ind 60: 217-18 F '47

- New Cyanamid preferred a cheap call on earnings. Barron's 27:31 Je 16 '47

- Plan for promoting new chemicals. F. S. Swackhammer and J. M. Rogers. II Chem Ind 61:62-4 J1 '47

- Preferred stock sold. Comm & Fin Chr 166: 49 J1 '47

AMERICAN drug manufacturers association

- Annual meeting, 35th, Hot Springs, Va. June 9-12. Chem & Eng N 25:1868-9 Je 30 '47; Oil Paint & Drug Rep 151:5+ Je 16 '47

AMERICAN dyestuff reporter (periodical)

- Brief outline of the origin and growth. II Am Dyestuff Rep 35:669-71 D 2 '46

AMERICAN electroplaters' society

- Annual meeting, Detroit, June 23-27. Metal Finishing 45:62-3 J1 '47

- Annual meeting, 34th, Detroit, June 23-27; abstracts of papers. Iron Age 160:74-7+ Ag 21; 81-2 S 25 '47

- Annual meeting, 34th, Detroit, June 23-27; program, officers, exhibitors' list. Metal Finishing 45:70-7 Je '47

AMERICAN export lines, inc.

- American export lines. II map Fortune 36: 88-93+ Ag '47

- Fleet expansion program. Marine Eng 52:98 Je '47

AMERICAN fabrics (periodical)

Fabric swatches, art tip-ins among production features of new quarterly. *Ptr Ink* 217: 91 N 22 '46

AMERICAN fair trade council

Fair trade again; interest in contracts for price maintenance. *Bsns W* p66+ N 23 '46

AMERICAN federation of labor

AFL for unity at home and abroad. *W. Green. Comm & Fin Chr* 165:14 Ja 2 '47

A.F.L. joins the boycott; Lewis forces decision against signing non-Communist affidavits. *Bsns W* p89-90+ S 20 '47

American federation of labor's wage policy. *W. Green. Ann Am Acad* 248:1-5 N '46

How CIO and AFL stand on current issues. *Factory Management* 104:286+ O '46

Interferedation warfare and its prospects. *A. Levenstein. Ann Am Acad* 248:44-53 N '46

Labor law tends to widen CIO-AFL rift. *H. Davenport. Barron's* 27:11 Ag 25 '47

Outlook for merger dims. *Bsns W* p81-2 My 10 '47

Unions begin '48 campaign. *Bsns W* p94+ O 25 '47

AMERICAN federation of musicians

Halo for Petrillo? *Bsns W* p92-3 Mr 22 '47

Petrillo blows hot; disc-making ban. *Bsns W* p 101-2 O 25 '47

AMERICAN fidelity and casualty company

Markel service for truck and bus line. *Fortune* 36:146+ O '47

AMERICAN foundrymen's association

Annual meeting, 51st, Detroit, April 28-May 1. *Iron Age* 159:80, 83-4 My 8 '47; *Steel* 120: 70-1 My 5 '47; *Foundry* 75:66-71+ Je '47

Annual meeting, 51st, Detroit, April 28-May 1; program, committee members, awards. *Foundry* 75:82-93+ Ap '47

Chapter chairmen; 4th annual conference, Chicago, June 30-July 2. *Foundry* 75:124+ Ag '47

Officers and directors. *Foundry* 75:202+ Je '47

Seven divisions elect new chairmen. *Iron Age* 159:142+ Je 19 '47

Technical program of 51st convention, Detroit, April 28-May 1. *Iron Age* 159:44-7+ Ap 24 '47

Technical program of 51st convention, Detroit, April 28-May 1. *Iron Age* 159:44-7+ Ap 24 '47

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Technical program of 51st convention, Detroit, April 28-May 1. *Iron Age* 159:44-7+ Ap 24 '47

Natural gas department

Spring meeting, Chicago, April 30-May 1. *Am Gas J* 166:31-3 My '47; *Gas Age* 99:13-17+ My 29 '47; *Oil & Gas J* 46:53-4 My 10 '47; *Chem & Eng N* 25:1440 My 19 '47; *Am Gas Assn Mo* 29:259-63+ Je '47

AMERICAN gear manufacturers association
Annual meeting, 31st, Hot Springs, June 1-4. *Steel* 120:48 Je 9 '47; *Iron Age* 159:104 Je 12 '47; *Mach* 53:154-5 JI '47

Semi-annual meeting, Chicago, Oct. 26-29. *Steel* 121:65-6 N 3 '47

Semi-annual meeting, Chicago, Oct. 28-30. *Mach* 53:164-5 D '46

AMERICAN heart association
Attacking the no. 1 killer; campaign for greater public support to fight cardiac ailments. *il Bsns W* p21-2 JI 12 '47

AMERICAN heritage foundation
See also
Freedom train

AMERICAN hide and leather company
Cut in preferred stock aids common. *Barron's* 27:35 Ag 18 '47

AMERICAN independent oil company
Drive for foreign crude headed by Davies. *Bsns W* p 19 Ag 30 '47

Oil producers organize for foreign operations. *Chem & Eng N* 25:2570 S 8 '47

AMERICAN industrial development engineering company
Specialist in know-how; Amer-Ind, inc. designs, builds, and trains personnel for industrial installations anywhere in the world. *Bsns W* p93-4 My 3 '47

AMERICAN institute for property and liability underwriters
CPCU awards. *East Underw* 48:20+ F 14 '47

C.P.C.U.'s of Nation congregate at Los Angeles. *Nat Underw* 51:6 S 11 '47

57 new C.P.C.U. awards. *Nat Underw* 51:1+ Ag 7 '47

AMERICAN institute of actuaries
Annual meeting, Chicago, May 29-30. *East Underw* 48:3-4 Je 6 '47; *Nat Underw* (Life ed) 51:1+ Je 6 '47

Joint meeting with Actuarial society of America, Cincinnati. *Nat Underw* (Life ed) 50:1+ N 15 '46

Joint meeting with Actuarial society of America, Quebec, Oct. 1-3. *East Underw* 48:10-11 O 10 '47; *Nat Underw* (Life ed) 51:1+ O 10 '47

AMERICAN institute of architects
Annual convention, 79th, Grand Rapids, April 29-May 1. *Arch Rec* 101:100-2 Je '47; *Arch Forum* 86:11+ Je '47

Attitude of the young practitioner; address at A.I.A. convention. *C. Koch. Arch Rec* 101:103+; *Editorial comment. K. K. Stowell.* 83 Je '47

AMERICAN institute of bank clerks. *See* American institute of banking

AMERICAN institute of banking
Annual convention, 45th, Detroit, June 2-6. *Am Inst Banking Bul* 29:2-28 JI '47; *Banking* 39:42-3+ Je; 40:72 JI '47

How the A.I.B. began; with chronology of annual conventions. *J. L. Cooley. Banking* 39:34-8+, 39 Je '47

National committee objectives. *Am Inst Banking Bul* 29:25-7 O '47

National committee objectives. *Am Inst Banking Bul* 28:18-21 O '46

National committee reports. *Am Inst Banking Bul* 29:21-4 JI '47

Story of the convention; first meeting of American institute of bank clerks. *J. C. Lincoln. Banking* 39:29-31+ Je '47

View of the A.I.B. office. *F. W. Larson. il Banking* 39:40-1+ Je '47

AMERICAN institute of biological sciences (proposed)
Shall biologists set up a national institute? *R. F. Griggs. Science* 105:559-65 My 30 '47

AMERICAN institute of chemical engineers
Annual convention, 40th, Detroit, Nov. 9-13, 1947. *Chem Eng Prog* 43:sup 16-19+ O '47

Annual meeting, 39th, Atlantic City, Dec. 2-5. *Oil Paint & Drug Rep* 150:7+ D 9 '46; *Chem Eng Prog* 43:sup75-8+ Ja '47

Appliance testing laboratory

A.G.A. laboratories' accomplishments. *R. M. Conner. Am Gas Assn Mo* 28:526-7+ D '46

Laboratories' operations hit peak; annual report. *Am Gas Assn Mo* 29:430 O '47

Underwriting gas appliance approvals. *G. E. Whitwell. il Am Gas Assn Mo* 29:77-80+ F '47

AMERICAN institute of chemical engineers—
Continued

Professional guidance in Detroit. H. G. Donnelly. Chem Eng Prog 43:505-6 S '47
Regional meeting, Buffalo. Chem & Eng N 25:3077 O 20 '47
Regional meeting, Louisville, Feb. 16-19; program. Chem Eng Prog 43:sup73-80 F '47
Regional meeting, Louisville, Feb. 18-19. Chem & Eng N 25:670-1 Mr 10 '47; Chem Eng Prog 43:sup13-14+ Ap '47
Regional meeting, 2d, St. Louis, May 11-14. Chem & Eng N 25:1506-7 My 26 '47; Oil Paint & Drug Rep 151:5+ My 19 '47; Chem Eng Prog 43:sup 11 Je '47

AMERICAN institute of chemists

Annual meeting, 24th, New York, May 2. Oil Paint & Drug Rep 151:5+ My 5 '47
Crossley awarded AIC medal for research achievements. Chem & Eng N 25:1332-3 My 12 '47
New York AIC discusses merger with ACS. Chem & Eng N 25:368 F 10 '47

AMERICAN institute of electrical engineers

Activities for year summarized. Elec Eng 66:78-82 Ja '47
Edison and the AIEE. J. E. Housley. Elec Eng 66:118 F '47
Electrical standardization and AIEE. H. E. Farrer. Elec Eng 66:768-71 Ag '47
New AIEE committee organization. Elec Eng 66:1006-11 O '47
Officers and committees for 1947-48; local sections and student branches. Elec Eng 66:1031-8 O '47
Pacific coast meeting, San Diego, Aug. 26-29. Elec Eng 66:1013-24 O '47
Pacific coast meeting, San Diego, Aug. 26-29. Elec West 99:96-8 O '47
President's responsibilities. B. D. Hull. Elec Eng 66:799 Ag '47
Reorganizing the AIEE with other organizations; correspondence between F. W. Knoepfel and H. H. Henline. Elec Eng 66:211-12 F '47
Report of the board of directors; fiscal year ending April 30, 1947. Elec Eng 66:714-36 Jl '47
Section and branch activities, annual report for 1946-47; tabulations. Elec Eng 66:837-40 Ag '47
Summer meeting, Montreal, June 9-13. Elec World 128:88-93 Jl 5 '47; Elec Eng 66:803-35 Ag '47; Power 91:553-4 Ag '47
Winter meeting, New York, Jan. 27-31. Elec Eng 66:265-301 Mr '47; Elec World 127:108-15 F 15 '47; Electronics 20:192+ Ap '47; Power Pl Eng 51:126+ Ap '47

Publications

New AIEE publication policy becomes effective in January 1947. C. F. Wagner. Elec Eng 65:576-8 D '46

AMERICAN institute of laundering

64 year old question. J. C. Stirling. il Textile Col 69:18-19 Ag '47

AMERICAN institute of local highway administration

Important function. C. M. Upham. Roads & Sts 90:56+ My '47

AMERICAN institute of mining and metallurgical engineers

Annual meeting, 75th, New York. Iron Age 159:63-6 Mr 27 '47; Steel 120:46-8 Mr 24 '47 Oil Paint & Drug Rep 151:7+, Mr 24 '47; Eng & Min J 148:109-10+ Ap '47; Min & Met 28:225-43, 246-9 My '47; Rock Prod 50:96+ My '47
Annual meeting, 75th, New York; with abstracts of papers. Oil & Gas J 45:142-5+ Mr 22 '47
Annual meeting, technical sessions; program. Min & Met 28:116-20 F '47
Board studies Institute finances at April meeting, New York, April 16. Min & Met 28:293-4 Je '47
Diamond jubilee. E. C. McDowell, jr. Metal Prog 51:755-7 My '47
Mineral strength of U.S. discussed by AIME at 75th anniversary celebration, New York, March 17-22. Chem & Eng N 25:966-7 Ap '47
World conference on mineral resources and 75th anniversary followed by annual meeting, AIME; program. Min & Met 28:157-64 Mr '47

Coal division

Fuels conference, Philadelphia, Oct. 24-25. Min & Met 27:597-8 D '46

Industrial minerals division

Fall meeting, Columbus and Los Angeles, Oct. 23-25. Min & Met 27:595-6 D '46; Rock Prod 49:71+ D '46

Institute of metals division

Fall meeting, Atlantic City, Nov. 18-22; abstracts of papers. Iron Age 158:64-6 N 28 '46

Iron and steel division

Fall meeting, Atlantic City, Nov. 18-22; abstracts of papers. Iron Age 158:64-6 N 28 '46

Petroleum division

Annual meeting, New York, March 19-22. Min & Met 28:238-9 My '47
First 1947 regional meeting, Denver. Oil & Gas J 46:49 O 4 '47
Foreign oil production reviewed in A.I.M.E. papers. Oil & Gas J 45:66+ Mr 29; 44-6 Ap 5 '47

AMERICAN institute of physics

By-laws. R Sci Instr 18:5-10 Ja '47
Our contributions to international relations in physics. H. A. Barton. R Sci Instr 17:529-32 D '46
Reorganization of the American institute of physics. R Sci Instr 18:1-4 Ja '47
Report of the chairman and other reports. R Sci Instr 18:443-50 Je '47

AMERICAN international association for economic and social development

Good neighbor, good business; corporation to aid economies of Latin American nations. Bsns W p17-18 Mr 1 '47
To aid progress in South America. E. Whitmore. il Am Bsns 17:26+ Je '47

AMERICAN international corporation

Annual report. Comm & Fin Chr 165:1182 Mr 3 '47

AMERICAN iron and machine works company

Securities offered. Comm & Fin Chr 165:2793-4 My 26 '47

AMERICAN iron and steel institute

Annual meeting, 55th, New York, May 21-22. Steel 120:62-4, 114-16+ My 26 '47; Iron Age 159:64-6 My 29 '47

AMERICAN laundry machine company

Promising stocks. Mag of Wall St 79:666 Mr 15 '47

AMERICAN leather chemists association

Annual meeting, 43d, Chicago, June 19-21. Chem & Eng N 25:1937 Jl 7 '47

AMERICAN life convention

Annual meeting, 42d, Chicago, Oct. 6-10. East Underw 48:1+, 3-9 O 10 '47; Nat Underw (Life ed) 51:17-18 O 10; 1+ O 17 '47; Spectator (Life ed) 155:58-67+ O '47; Weekly Underw 157:912 O 11 '47
Formation of American life convention. I. M. Hamilton. Nat Underw 50th anniv no:184-5 1947

Joint committees of ALC and LIAA named. East Underw 48:7 Ja 31 '47

Medical section, annual meeting, 35th, Asheville, N.C. May 28-30. East Underw 48:6 My 30 '47; Nat Underw (Life ed) 51:1+ My 30 '47

Medical section officers. East Underw 48:10 Je 6 '47; Nat Underw (Life ed) 51:7 Je 6 '47

Regional parley at Indianapolis. Nat Underw (Life ed) 51:1+ My 2 '47

State vice presidents appointed. East Underw 48:11 Ja 24 '47; Nat Underw (Life ed) 51:1 Ja 24 '47

AMERICAN light and traction company

Larger earnings in sight. Barron's 27:33 Jl 14 '47

Public utility securities. Comm & Fin Chr 164:3208 D 19 '46

SEC affirms refusal to stay proceedings on plan. Comm & Fin Chr 166:1041 S 15 '47

United Light to pay more in American Light common stock. Barron's 27:27 Ag 4 '47

AMERICAN locomotive company

Looks for years of good volume. Barron's 27:24 My 26 '47

AMERICAN machine tool distributors' association

Annual meeting, 23d, Chicago, Sept. 15. Steel 121:44-5 S 22 '47
 Spring meeting, 23d, Chicago, March 24-25. Am Mach 91:148-9 Ap 10 '47

AMERICAN management association**Insurance division**

Meeting, Chicago, Dec. 5-6. East Underw 47:94+ D 13 '46; Nat Underw 50:13, 17+ D 12 '46
 Spring meeting, New York, May 5-6. Nat Underw 51:23+ My 8 '47; East Underw 48: 37, 40-1+ My 9 '47

Packaging conference

Annual conference and exposition, 16th, Philadelphia, April 8-11; program and list of exhibitors. Mod Packaging 20:124-5+ Mr '47
 Annual packaging conference and exposition, 16th, Philadelphia, April 8-11; with abstracts of papers. Mod Packaging 20:139-54 Ap '47
 Package show exhibits forecast design changes. Sales Management 58:90+ My 1 '47
 Packaging exposition and conference, Philadelphia, April 8-11. Chem & Eng N 25: 1192 Ap 28 '47
 Paper industry's leaders talk at second annual industrial packaging and materials handling exposition. Paper Tr J 124:7+ My 8 '47
 Working machines intrigue 19,000 at record AMA packaging exposition. Il Ind Marketing 32:54+ My '47

AMERICAN marketing association

Annual convention, 10th, New York, Ptr Ink 219:99 Je 20 '47
 Cites nine for marketing leadership. Sales Management 59:93 Jl 1 '47
 How A.M.A. advances marketing science. R. M. Cunningham. Adv & Sell 40:42-3+ My '47
 '47 officers. Sales Management 57:96 N 10 '46

AMERICAN meat institute

Annual meeting, 42d. Food Ind 19:1388-9 O '47

AMERICAN medical association**Council on industrial health**

Industrial health congress. C. O. Sappington. Ind Med 16:18-27 Ja '47

AMERICAN men of science

Starring in American men of science. S. S. Visser. Science 106:359-61 O 17 '47; Reply. D. H. Sweet. 106:617 D 19 '47

AMERICAN merchant marine conference

Proceedings, v 12, twentieth annual convention, New York, Oct. 16-18, 1946. 335p \$5
 Propeller club of the United States, 17 Battery pl, New York 4 '47

AMERICAN mining congress

Annual meeting, 49th, New York, Dec. 4. Min Cong J 33:37 Ja '47

Coal division annual meeting, Cleveland, May 12-15. Coal Age 52:97-107 Je '47; Min Cong J 33:54-76 Je '47

Coal division annual meeting, Cleveland; program, committees, speakers. Min Cong J 33:40-52 Ap '47

Coal division annual conference, Uniontown, Pa. Nov. 21. Min Cong J 33:42-4 Ja '47

Western division

Annual meeting, Denver, Sept. 9-12; with abstracts of papers. Min Cong J 32:43-54+ O '46

Annual meeting, El Paso, Oct. 27-29; committee members, directors, program. Min Cong J 33:30-8 O '47

AMERICAN newspaper publishers association

Newsprint shortages overshadow ad gains and labor problems at ANPA sessions. D. Bruner. Ptr Ink 219:86+ My 2 '47

AMERICAN oil chemists' society

Annual meeting, 38th, New Orleans, May 20-22. Chem & Eng N 25:1662-3 Je 9 '47; Oil Paint & Drug Rep 151:5+ My 26 '47; Soap & San Chem 23:47-9 Je '47

Fall meeting, 20th, Chicago, Oct. 30-Nov. 1. Chem & Eng N 24:3036-7 N 25 '46; Soap & San Chem 22:38-9 N '46; Oil Paint & Drug Rep 150:5+ N 4 '46

Fall meeting, 21st, Chicago, Oct. 20-22. Oil Paint & Drug Rep 152:7+ O 27 '47

AMERICAN paper and pulp association

Annual meeting, 70th, New York, Feb. 23-28. Paper Ind 28:1751-2+ Mr '47

AMERICAN petroleum institute

Annual meeting, 26th, Chicago, Nov. 11-14. Nat Pet N 38:11-14 N 13; 15-16, 18-20+ N 20 '46; Oil & Gas J 45:154-6+ N 16; 41-2 N 23 '46; Chem & Eng N 24:3042-3 N 25 '46

Board of directors and Executive committee. Nat Pet N 38:39 D 18 '46

Eastern district of Production division meeting, Pittsburgh, April 18. Oil & Gas J 45: 94-5 Ap 26 '47

Farms, the oil they need; work of API Agricultural development committee. G. Krieger. Nat Pet N 39:31-2+ Ap 23 '47

Jobbers asked to specify how API could aid them. Nat Pet N 39:11-12 S 10 '47

Marketing committee meeting, French Lick. Nat Pet N 39:15-19 Ap 9 '47

Marketing committee meeting, Minneapolis, June 30-July 1. Nat Pet N 39:17-20+ Jl 9 '47

Mid-continent district of Production division spring meeting, Amarillo; abstracts of papers. Oil & Gas J 46:71 My 24 '47

Pacific coast district, Production division spring meeting, Los Angeles; abstracts of papers. Oil & Gas J 46:68-9 My 17 '47

Progressive public relations for the progressive petroleum industry. R. T. Haslam. Il Am Pet Inst Proc 26(1):31-5 '46; Same abr. Oil & Gas J 45:44-5 N 23 '47

Refining division semi-annual meeting, St Louis, June 2-3. Nat Pet N 39:19-22 Je 11 '47

Resolutions adopted by board of directors; extracts from minutes of board and executive-committee meetings; and division and department reports to the board; list of officers, directors and committee members. Am Pet Inst Proc 26(1):145-208 '46

AMERICAN pharmaceutical association

Meeting, Milwaukee. Chem & Eng N 25:2718 S 22 '47

AMERICAN pharmaceutical manufacturers association

Annual meeting, Boca Raton, Fla. April 28-30. Oil Paint & Drug Rep 151:7+ My 5 '47; Chem & Eng N 25:1435 My 19 '47

Eastern section meeting, New York, Feb. 17. Oil Paint & Drug Rep 151:7+ F 24 '47; Chem & Eng N 25:672-3 Mr 10 '47

Mid-year meeting, New York, Dec. 9-11. Chem & Eng N 24:3352 D 25 '46; Oil Paint & Drug Rep 150:7+ D 16 '46

Western section meeting, Chicago, Feb. 20. Oil Paint & Drug Rep 151:7+ Mr 10 '47; Chem & Eng N 25:673 Mr 10 '47

AMERICAN philosophical society

Abstracts of papers presented at 1947 annual general meeting. Science 106:117-23 Ag 8 '47

AMERICAN physical society

Meeting of the New England section, Amherst, Mass. May 31; abstracts of papers. Phys R 72:521-2 S 15 '47

Meeting of the Southeastern section, 13th, Salisbury, N.C. April 4-5; abstracts of papers. Phys R 71:831-7 Je 1 '47

Proceedings, meeting at Minneapolis, Nov. 29-30, 1946; with abstracts of papers. Phys R 71:136-44 Ja 15 '47

Proceedings, meeting at Montreal, June 19-21; with abstracts of papers. Phys R 72: 523-39 S 15 '47

Proceedings, meeting at New York, Jan. 30-Feb. 1, 1947; with abstracts of papers. Phys R 71:460-84 Ap 1 '47

Proceedings, meeting at Stanford University, California, July 11-12, 1947; with abstracts of papers. Phys R 72:738-48 O 15 '47

Proceedings, meeting of the New England section at New Haven, Oct. 26, 1946; with abstracts of papers. Phys R 71:133-5 Ja 15 '47

Proceedings; minutes of the meeting at Washington, May 1-3, 1947; with abstracts of papers. Phys R 72:151-27 Jl 15 '47

- AMERICAN plant food council**
Annual convention, 2d, Hot Springs, Va. June 13-15, Chem & Eng N 25:1870 Je 30 '47; Oil Paint & Drug Rep 151:5+ Je 23 '47
- AMERICAN potash and chemical corporation**
Preferred stock offered, Comm & Fin Chr 165:1582 Mr 24 '47
- AMERICAN power and light company**
SEC approves loans to subsidiaries, Comm & Fin Chr 165:1582 Mr 24 '47
Supreme court upholds death sentence clause of Holding company act, Comm & Fin Chr 164:2825 D 2 '46
- AMERICAN public health association**
Proceedings of Industrial hygiene section, 74th annual meeting, Cleveland, Nov. 12-14, 1946, Ind Med 16:448-9+ S '47
- AMERICAN public power association**
Annual meeting, 4th, Cleveland, Elec World News ed 127:11-12 My 31 '47
- AMERICAN public works association**
Annual meeting, 52d, Fort Worth, Sept. 22-25, Roads & Sts 89:80-3 O '46
Annual meeting, 53d, Jacksonville, Il Eng N 139:503+ O 16 '47
Public works engineers' yearbook-directory, 1946, 252p \$3 American public works assn, 1313 E. 60th st, Chicago '46
- AMERICAN pulp and paper mill superintendents association**
Annual meeting, 27th, Chicago, May 22-24, Paper Tr J 124:39-40+ My 29 '47; Paper Ind 29:381-2+ Je '47
TAPPI and APPMSA groups hold twin meetings, Asheville, Paper Tr J 125:7+ O 16 '47
- AMERICAN railway bridge and building association**
Annual meeting, Chicago, Sept. 16-18, Ry Age 123:560-5 O 4 '47
- AMERICAN railway engineering association**
Annual meeting, 46th, Chicago, March 18-20, Ry Age 122:602-19 Mr 22 '47; Eng N 138:471+ Mr 27 '47
- AMERICAN road builders' association**
Annual meeting, 44th, Chicago, Feb. 17-20, Roads & Sts 90:79+ Mr '47; Eng N 138:331+ F 27 '47; Roads & Bridges 85:136-8 Ap '47
- AMERICAN rolling mill company**
1946 a record year, Comm & Fin Chr 165:2266 Ap 28 '47
- AMERICAN Roumanian trading and development corporation**
Formed to foster and develop trade, Comm & Fin Chr 165:2406 My 5 '47
- AMERICAN service bureau**
Affiliated with American life convention 27 years, East Underw 48:17 F 28 '47
- AMERICAN short line railroad association**
Annual meeting, 34th, New York, Oct. 22, Ry Age 123:707+ O 25 '47
- AMERICAN society for engineering education**
Annual meeting, 55th, Minneapolis, Eng N 138:989 Je 26 '47
Officers, council members and committees for 1946-47; with list of members, J Eng Educ 37:15-267 F '47
Open letter to Mr Duerksen, C. J. Freund, J Eng Educ 37:281-2 D '46
Reports, J Eng Educ 38:18-56 S '47
Summary of activities, Refrig Eng 53:118+ F '47
Turning points, C. E. MacQuigg, J Eng Educ 38:9-11 S '47
- New England section
- Operation of the New England section, A.S.E.E. C. E. Tucker, J Eng Educ 37:243-5 N '46
- AMERICAN society for metals**
Annual meeting, Atlantic City, Nov. 18-22; abstracts of papers, Iron Age 158:54-8 N 28 '46
Officers, medalists, chairmen, Campbell memorial lecturers, Metal Prog 52:559 O '47
Officers, medalists, committee chairmen, Campbell memorial lecturers, Metal Prog 50:791 N '46
Tribute to the Chicago chapter, Metal Prog 52:550-5 O '47
- AMERICAN society for metals. Review of metal literature**
Review of metal literature, E. C. Skarshaug, Special Lib 37:294-7 N '46
- AMERICAN society for testing materials**
ASTM accepts new and revised materials specifications, Il Ind Stand 17:314-15 D '46
ASTM's spring meeting of committees, Ind Stand 18:120-3 My '47
Annual meeting, 50th, Atlantic City, June 16-20, Steel 120:74-5 Je 23 '47; Eng N 138:991 Je 26; 139:10 JI 3 '47; Iron Age 159:50-2 Je 26 '47
Annual meeting, 50th, Atlantic City; abstracts of papers and committee reports on concrete, Concrete 55:6-9+ JI '47
Annual meeting, 50th, Atlantic City; abstracts of reports and papers on cement, lime, and concrete, Rock Prod 50:154+ Ag '47
Committee D-1 meeting, Philadelphia, Feb. 24-28, Oil Paint & Drug Rep 151:5+ Mr 10 '47
Dedicates new headquarters in Philadelphia, Chem & Eng N 25:768-9 Mr 17 '47
Paint evaluation discussed in ASTM symposium, Oil Paint & Drug Rep 151:5+ Mr 3 '47
- AMERICAN society for X-ray and electron diffraction**
EMSA and ASXRED hold joint meeting, Chem & Eng N 24:3341 D 25 '46
- AMERICAN society of bakery engineers**
Annual meeting, 23d, Chicago, March, Food Ind 19:660+ My '47
- AMERICAN society of body engineers**
Annual meeting, 1st, Detroit; abstracts of papers, Automotive & Aviation Ind 95:40-6 D 1 '46
- AMERICAN society of brewing chemists**
Annual meeting, New York, Chem & Eng N 25:1667 Je 9 '47
- AMERICAN society of chartered life underwriters**
New York chapter CLU forum surveys economic trends, East Underw 48:3-4 Ap 25 '47; Nat Underw (Life ed) 51:4-5 Ap 25 '47; Spectator (Life ed) 154:26-9 My '47
- AMERICAN society of civil engineers**
ASCE will make congressional presentation on stream pollution legislation; statement, Civil Eng 17:342 Je '47
Annual meeting, 94th, New York, Jan. 15-18, Eng N 138:81-2, 95-9 Ja 16-23 '47
Annual meeting, 94th, New York; technical discussions, Civil Eng 17:92-9 F '47
Convention, Duluth, Minn. July 18-20, Eng N 139:97+ JI 24 '47; Civil Eng 17:445-52+ Ag '47
E. M. Hastings stresses objectives at inaugural, Civil Eng 17:91-2 F '47
Expansion of ASCE suggested by juniors, E. B. Madden and L. E. Bona, Civil Eng 17:89 F '47
Fall meeting, Jacksonville, Eng N 139:555+ O 23 '47
Leadership of ASCE in collective bargaining is hailed, Civil Eng 17:28 Ja '47
Membership grades committee presents statement on grades question; questionnaire, Civil Eng 17:422-6 JI '47
Should ASCE be purely professional; discussion, Civil Eng 17:37-8 Ja '47
Spring meeting, Phoenix, April 23-24, Civil Eng 17:235-9 My '47; Eng N 138:719+ My 1 '47; Concrete 55:20+ My '47
Stewardship of professionalism given high priority, W. W. Horner, Am Soc C E Proc 72:1371-9 D '46
- AMERICAN society of composers, authors and publishers**
A.S.C.A.P. under fire, Bsns W p37 Je 28 '47
- AMERICAN society of heating and ventilating engineers**
Annual meeting, 53d, Cleveland, Jan. 27-30, Heating-Piping 19:123-31 Mr; 103-23 Ap '47
Semi-annual meeting, Coronado Beach, Calif. June 2-4, Heating-Piping 19:123-5 JI; 119-33 Ag '47
- Committee on research
- 1946 report, Heating-Piping 19:115-22 Mr '47

AMERICAN society of lubrication engineers
Spring meeting, Pittsburgh. Steel 120:102+
Ap 21 '47

AMERICAN society of mechanical engineers
Annual meeting, New York, Dec. 2-6; abstracts of power plant papers. Power 90: 931-8 Mid-D '46; Power Pl Eng 51:113-18+ F '47

Annual meeting, 67th, New York, Dec. 2-6. Mech Eng 69:53-75 Ja '47; Steel 119:62 D 9 '46

Committee organization changes. Mech Eng 69:147-8 F '47

Council reports for 1946. Mech Eng 69:41-52 Ja '47

Depositories for A.S.M.E. transactions in the United States, including territories and dependencies, and in Central and South America and Great Britain. A S M E Trans 69:47-50 sec 2 Ja '47

Fall meeting, Salt Lake City, Sept. 1-4. Steel 121:43-9 S 8 '47

Postwar design for A.S.M.E. research. R. A. O'Brien. Mech Eng 69:145-6 F '47

Qualifications and duties of council members. Mech Eng 69:171 F '47

Regional meeting, Tulsa; abstracts of papers. Oil & Gas J 45:52-3 Mr 8 '47

Semi-annual meeting, Chicago, June 15-19. Mech Eng 69:689-700 Ag '47; Power 91:546-8+ Ag '47

Semi-annual meeting, Chicago, June 15-19; abstracts of power plant papers. Power Pl Eng 51:124+ Ag '47

Gas turbine power division

Gas turbine power division established. Mech Eng 69:875 O '47

AMERICAN society of photogrammetry
Officers for 1947. Science 106:158 F 7 '47

AMERICAN society of refrigerating engineers
Spring meeting, Los Angeles. Heating-Piping 19:92-4 Jl '47

AMERICAN society of sanitary engineering
Annual meeting, Chicago, Aug. 17-22. Dom Eng 170:104-9+ S '47

Facts on polio program. Dom Eng 169:106-7+ F '47

AMERICAN society of tool engineers

Annual meeting, 15th, Houston, March 19-22. Iron Age 159:53-5 Mr 27 '47; Steel 120: 98-9 Ap 7 '47

AMERICAN soybean association

Annual convention, 27th, Columbus, Ohio, Sept. 5-6. Oil Paint & Drug Rep 152:7+ S 8 '47

AMERICAN spice trade association

Annual convention, 41st, New York, May 5-7. Oil Paint & Drug Rep 151:7+ My 12 '47

AMERICAN standards association

ASA moves forward. F. R. Lack; P. G. Agnew. Ind Stand 18:51-5 Mr '47

Annual meeting, 28th, New York, Nov. 21-22. Steel 119:78-9 D 2 '46; Elec Eng 66:100-2 Ja '47; Ind Stand 18:1-2 Ja '47

Company member committee shows results in first year. Ind Stand 18:14-16 Ja '47

Diversity of interest represented by four new ASA member-bodies. Ind Stand 18:148-9 Je '47

Five new members elected to board of directors. pors Ind Stand 18:59+ Mr '47

Greater support means more service. H. B. Bryans; H. Coonley. Ind Stand 18:10-11 Ja '47

Lack is ASA president; Taber new vice president. Ind Stand 18:17 Ja '47

Mechanical Standards group elects Ward and Hoagland. pors Ind Stand 18:88-90 Ap '47

Our colleague in standardization. W. H. Crew. Inst Radio Eng Proc 34:874-5 N '46

Sectional committee on motion pictures, Z22. C. R. Keith. Soc Motion Picture Eng J 48:67-9 Ja '47

Seidel and Williams elected by ASA consumer committee; plans for increasing activity. Ind Stand 18:111-12+ My '47

Library

Domestic and foreign standards in library for ASA members. Ind Stand 18:102-3 Ap '47

AMERICAN states utilities corporation

SEC approves amended plan. Comm & Fin Chr 166:1469 O 13 '47

AMERICAN statistical association

Proceedings, 106th annual meeting, Atlantic City, Jan. 24-26. Am Stat Assn J 42:134-64 Mr '47

Tribute to two past presidents of the Association. Am Stat Assn J 42:1-10 Mr '47

AMERICAN steel foundries

Annual report. Comm & Fin Chr 165:201 Ja 13 '47

Selected stocks. Mag of Wall St 80:488 Ag 2 '47

AMERICAN steel warehouse association

Annual meeting, 38th, Los Angeles, May 12-15. Steel 120:58-9 My 19 '47; Iron Age 159: 111 My 29 '47

New officers elected by chapters. Iron Age 159:154+ Je 5 '47

Warehouses get more steel. Bsns W p42+ My 3 '47

AMERICAN sugar refining company

Annual report. Comm & Fin Chr 165:1858 Ap 7 '47

AMERICAN telephone and telegraph company

AT&T debentures minimize market risk. Barron's 26:1+ D 2 '46

AT&T \$9 dividend due again this year. Pub Util 40:651 N 6 '47

Annual report. Comm & Fin Chr 165:1183 Mr 3 '47

Annual report sounds careful note. Pub Util 39:372-3 Mr 13 '47

Arbitrage opportunity in Telephoning. Barron's 27:6 F 24 '47

Debentures offered. Comm & Fin Chr 165: 3046 Je 9 '47

Early premium probable for Telephone's debentures. Barron's 27:35 O 27 '47

Earnings on new capital to aid AT&T's stock. Barron's 27:26 Mr 31 '47

Landmark since 1921 newly vulnerable to higher demands by employees. O. J. Gingold. Barron's 27:8 Ja 20 '47

More bad news for A.T.&T. Bsns W p 115 Je 14 '47

New profit potentials for communication companies. W. Beecher. Mag of Wall St 80:320-1 Je 21 '47

New 2% per cent debentures authorized. Comm & Fin Chr 166:1574 O 20 '47

Offers \$360,000,000 convertible debentures. Comm & Fin Chr 166:1782 N 3 '47

Perhaps A.T. & T. bears have wrong number; Western Electric dividend offsets cut in subsidiaries' payments. O. J. Gingold. Barron's 27:7 Je 23 '47

Preliminary report. Comm & Fin Chr 165: 334 Ja 20 '47

Securities disturbing investors. E. A. Barnes. Mag of Wall St 80:386 Jl 5 '47

What is A.T.&T.'s future? Bsns W p58+ My 31 '47

AMERICAN tobacco company

Annual report. Comm & Fin Chr 165:1858 Ap 7 '47

May capitalize growth. Barron's 27:6 F 10 '47

Stock placed. Comm & Fin Chr 165:2266-7 Ap 28 '47

AMERICAN transit association

ATA needs a little yeast. R. Schram. Mass Transportation 43:53-5 F '47

Christmas card to ATA labor group. Mass Transportation 42:521-3+ D '46

What actually happened at Chicago; report of A.T.A. convention; with papers. Mass Transportation 42:429-49+ O '46

What is done with \$1000 per day ATA revenue; auditor's report. Mass Transportation 43:190-3 My '47

AMERICAN type founders, inc.

Thomas Roy Jones prepared himself to achieve his goal. Il Inland Ptr 119:46-9 Ap '47

AMERICAN viscose corporation

Dr Frank H. Reichel elected president; others advanced as vice-presidents. Rayon 27:576-8 N '46

AMERICAN water works and electric company

Reinvested earnings help reorganization plan. Barron's 27:34 Jl 28 '47

SEC approves new plan. Comm & Fin Chr 165:1062 F 24 '47

Slight boost likely in Water Works issue. Barron's 27:6 Ja 20 '47

AMERICAN water works association

Annual meeting, 67th, and joint conference with Federation of sewage works associations, San Francisco, July 21-25. *Water & Sewage Works* 94:315-26, 359-63, 409-12 S-N '47; *Water & Sewage* 85:26-30+ S '47

Membership directory, committees, constitution and by-laws. *Am Water Works Assn J* 38:1-288 pt 2 N '46

1946 conference, St Louis; with list of papers. *Am Water Works Assn J* 38:1408-15 D '46

Publications report and report of Committee on water works practice, year ending Dec. 31, 1946. *Am Water Works Assn J* 39:262-72 Mr '47

Report of the audit of Association funds, year ending Dec. 31, 1946. *Am Water Works Assn J* 39:273-8 Mr '47

Canadian section

Active, well-managed organizations serve Canada's water and sewage interests. *Water & Sewage* 85:24+ Ag '47

Annual meeting, 27th, Montreal, April 14-16. *Water & Sewage Works* 94:207-13 Je '47; *Water & Sewage* 85:60-71+ My; 50-3 JI '47

AMERICAN water works association journal (periodical)

Style manual for Journal authors. *Am Water Works Assn J* 39:473-88 bibliog(p434-5) My '47

AMERICAN water works company

Details of plans; proposed offerings, etc. *Comm & Fin Chr* 166:1146 S 22 '47

Public utility securities. *Comm & Fin Chr* 165:1788 Ap 3 '47

Public utility securities. *Comm & Fin Chr* 166:1112 S 18 '47

Stock sold. *Comm & Fin Chr* 166:1469 O 13 '47

Subscription offer. *Comm & Fin Chr* 166:1350 O 6 '47

AMERICAN welding society

Annual meeting, 27th, Atlantic City, Nov. 18-22; abstracts of papers. *Iron Age* 158:59-63 N 28 '46

Meeting of board of directors, Chicago, May 16. *Welding J* 26:701+ Ag '47

Message from President Delhi. *Welding J* 26:38+ Ja '47

Summary of activities for year ending September 30, 1946. M. M. Kelly. *Welding J* 26:91-6 Ja '47

Technical activities committee. *Welding J* 26:181-3+ F '47

Welding research council and its relation to the American welding society. *Welding J* 26:705-6+ Ag '47

AMERICAN wood preservers' association

Annual meeting, 43d, Portland, Ore. April 22-24. *Ry Age* 122:882-5 My 3 '47

AMERICAN wool council

Graphics speed up and spark up annual report. A. B. Ecker. *il map Sales Management* 58:107-8+ Mr 15 '47

AMERICAN woolen company

Annual report. *Comm & Fin Chr* 165:2130 Ap 21 '47

AMERICAN zinc institute

Annual meeting, 29th, St Louis, April 28-29. *Steel* 120:72+ My 5 '47; *Oil Paint & Drug Rep* 151:7+ My 5 '47

AMERICANS

Fortune survey; self-portrait of the American people, 1947. *Fortune* 35:5-6+, 73-9+ Ja '47

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Plutonium and other transuranium elements. G. T. Seaborg. *il Chem & Eng N* 25:358-60+ F 10 '47

Pure americium compound isolated. *Chem & Eng N* 24:3041 N 25 '46

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Alkamine esters and amides of some amino-alkylmercaptobenzoic acids. J. J. Donleavy and P. C. Condit. *bibliog Am Chem Soc J* 69:1781-1 JI '47

Amidines; preparation of cyanides, amides and amidines from carboxylic acids. P. Oxley and others. *Chem Soc J* p763-71 S '46

Imide-modified alkyl resins. H. J. Wright and R. N. DuPuis. *bibliog Ind & Eng Chem* 38:1303-8 D '46

Polyamides; resins of the Norelac type for hot-melt and heat-seal coatings. A. G. Hovey. *il Mod Packaging* 21:143-8+ O '47

Some amines and amides derived from vanillin. A. A. L. Challis and G. R. Clemo. *Chem Soc J* p613-18 My '47

Some polygalacturonide *n*-alkylamides. J. F. Carson. *Am Chem Soc J* 68:2723-4 D '46

See also

Sulfonamides

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Amidines; preparation of amidines from cyanides and ammonium thiocyanate or substituted ammonium thiocyanates. M. W. Partridge and W. F. Short. *Chem Soc J* p390-4 Mr '47

Amidines; preparation of amidines from cyanides and substituted aminomagnesium halides. R. P. Hullin, J. Miller and W. F. Short. *Chem Soc J* p394-6 Mr '47

Amidines; preparation of cyanides, amides and amidines from carboxylic acids. P. Oxley and others. *Chem Soc J* p763-71 S '46

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Amidines; preparation of 2-substituted 4:5-dihydroglyoxalines and ring homologues from cyanides and alkylenediamines. P. Oxley and W. F. Short. *Chem Soc J* p497-505 Ap '47

Aryloxyacetamidines and 2-(aryloxyethyl)-imidazolines. C. Djerassi and C. R. Scholz. *bibliog Am Chem Soc J* 69:1688-92 JI '47

Attempts to find new chemotherapeutic amidines. J. O. Harris. *Chem Soc J* p690-2 My '47

Attempts to find new chemotherapeutic amidines; some aliphatic monoamidines. G. Newbery and W. Webster. *Chem Soc J* p738-42 Je '47

Cyano-ethylation of arsines, and the preparation of amidino-alkyl-arsines and carboxy-alkyl-arsines. R. C. Cookson and F. G. Mann. *Chem Soc J* p618-24 My '47

Polarographic study of the restriction of the tautomerism of amidines by hydrogen bonding. M. E. Runner, M. L. Kilpatrick and E. C. Wagner. *bibliog Am Chem Soc J* 69:1406-10 Je '47

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Synthesis of nuclear amidino-derivatives of 5-aminoacridine. A. A. Goldberg and W. Kelly. *Chem Soc J* p637-41 My '47

Synthetic antimalarials; some *N*-dialkylaminoalkylamidines. F. H. S. Curd and C. G. Raison. *Chem Soc J* p160-4 F '47

AMIDINO compounds

Conversion of sucrose into furan compounds; some amidino-furans. F. H. Newth and L. F. Wiggins. *Chem Soc J* p396-8 Mr '47

AMIDONE

Reaction of aminoalkyl halides with diphenylacetonitrile; structure of amidone. E. M. Schultz, C. M. Robb and J. M. Sprague. *Am Chem Soc J* 69:188-9 Ja '47

Rearrangement of the isomeric 1,2-dimethylaminochloropropanes; the synthesis of amidone. W. R. Brode and M. W. Hill. *Am Chem Soc J* 69:724 Mr '47

Some isomers of amidone and related compounds. N. R. Easton, J. H. Gardner and J. R. Stevens. *Am Chem Soc J* 69:976-7 Ap '47

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Amination of pyrazine with sodium amide. R. N. Shreve and L. Berg. *bibliog Am Chem Soc J* 69:2116-17 S '47

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 Builder Sloan erects first all-sealed house in America; Glenview, Ill. home combines solar heat, mechanical heat and air conditioning. *il plans Am Bld* 69:96-105 Ap '47
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BERGIUS, Friedrich, 1884-Portrait. *Fortune* 35:104 Ap '47**BERGSTROM, Francis William, 1897-1946**Sketch. G. S. Parks. *Science* 104:500 N 29 '46**BERICHTE der deutschen chemischen gesellschaft.** See *Chemische berichte* (periodical)**BERLIN****Rapid transit**Kriegsstrassenbahnwagen; German transit. G. Stetza. *il Mass Transportation* 43:238-9 Je '47**BERLIN, New Hampshire****Bridges**Repairing an old Phoenix-section bridge to carry modern loads safely; Cascade bridge. C. A. Johnson and E. E. Seelye. *il plan diags Eng N* 137:796-8 D 12 '46**BERMUDA**Oligarchy in Bermuda. *Economist* 153:71-2 JI 12 '47**BERQUIST, Fred E.**Two economists for congressional staff posts. *por Bsns W p18 Ap* 12 '47**BERYL**Beneficiation of western beryl ores. H. D. Snedden and H. L. Gibbs. *bibliog U S Bur Mines Rep of Invest* 4071:1-18 '47Beryl resources of Connecticut. E. N. Cameron and V. E. Shainin. *maps plans diags Econ Geol* 42:353-67 Je '47Minéraux alumineux industriels; sillimanite et beryl, leurs possibilités en France. V. Charrin. *Chimie & Ind* 53:197-8 Ag '47**BERYLLIA.** See *Beryllium oxide***BERYLLIUM**Beryllium, 1946. A. F. Matthews. *Eng & Min J* 148:80 F '47Beryllium production and use continues to expand. W. Janssen. *Dom Com* 35:49-52 JI '47Cementation by beryllium. J. Laissus. *Engineer* 183:563 Je 27 '47Further experiments on the elastic single scattering of electrons by nuclei. W. W. Buechner and others. *Phys R* 72:678-9 O 15 '47Iron Mountain beryllium deposits, Sierra and Socorro counties, New Mexico. W. R. Storms. 10pls *U S Bur Mines Rep of Invest* 4024:1-13 '47New aluminum alloys, containing small amounts of beryllium. R. H. Harrington. *Am Soc for Metals Trans* 36:311-23; Discussion. 324-35 '46Preparation of pressed Ra+Be neutron sources. H. L. Anderson and B. T. Feld. *R Sci Instr* 18:186-8 Mr '47Spin dependence of scattering of slow neutrons by Be, Al, and Bi. E. Fermi and L. Marshall. *Phys R* 72:408-10 S 1 '47Transmission of slow neutrons through microcrystalline materials. E. Fermi and others. *bibliog Phys R* 71:589-94 My 1 '47**Analysis**Determination of beryllium in ores. R. E. Stevens and M. K. Carron. *bibliog In U S Geol S Bul* 950:91-100 '46**Isotopes**Energy and half-life of the Be¹⁰ radioactivity. E. M. McMillan. *Phys R* 72:591-3 O 1 '47Evidence for a γ - p reaction in Be⁹. W. Ogle and others. *Phys R* 71:378 Mr 15 '47Half-life of Be¹⁰. D. J. Hughes and others. *bibliog Phys R* 71:269 F 15 '47Mass spectrographic confirmation of the isotopic assignment for the long-lived radioactivity in beryllium. A. K. Pierce and F. W. Brown. 3d. *Phys R* 70:779 N 1 '46Radioactivity of Be¹⁰. J. Levinger and E. Meiners. *bibliog Phys R* 71:586-8 My 1 '47Results of H³ bombardment of Ag leading to Pd¹⁰⁹. D. N. Kundu and M. L. Pool. *bibliog Phys R* 72:101-8 JI 15 '47**Metallography**Hexagonal slip in beryllium crystal. L. Tarnopol. *il Metal Prog* 52:391 S '47**Testing**Effect of hydrostatic pressure on the fracture of brittle substances. P. W. Bridgman. *diags J Ap Phys* 18:246-58 F '47**BERYLLIUM alloys**Beryllium copper formed parts; advantages of fixture heat-treatment. *il diags Product Eng* 18:118-21 F '47Copper-beryllium-alloy castings; Navy department specification 46C11. *Foundry* 75:121-2 Je '47Distinguishing the Be-Cu alloys. F. C. Bennett, jr. *Metal Prog* 52:250 Ag '47New metallographic etchant for aluminum bronze and copper-beryllium alloys. W. C. Coons and D. J. Blickwede. *bibliog il Am Soc for Metals Trans* 35:284-97 '45Stress-relief-hardening of beryllium copper. R. W. Carson. *il Mech Eng* 69:651-4 Ag '47**BERYLLIUM fluoride**Unstable glass has high light transmission speed; beryllium-fluoride glass. *Sci Am* 176:31 Ja '47**BERYLLIUM metallurgy**Beneficiation of New England beryllium ores. F. D. Lamb. *U S Bur Mines Rep of Invest* 4040:1-9 '47Vacuum melting and casting of beryllium. A. R. Kaufmann and E. Gordon. *diags Metal Prog* 52:387-90 S '47**BERYLLIUM nitride**Chemical forms assumed by C¹⁴ produced by neutron irradiation of beryllium nitride. P. E. Yankwich. *bibliog J Chem Phys* 15:374-5 Je '47**BERYLLIUM oxide**Pure beryllium oxide as a refractory. F. H. Norton. *il diag Am Cer Soc J* 30:242-5 Ag 1 '47**BESSEL'S functions**

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 Building materials
 Building trades
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 Columns
 Concrete, Reinforced
 Concrete construction
 Concrete houses

Construction equipment
 Dampness in buildings
 Factories
 Farm buildings
 Fireproof construction
 Flashing
 Floors
 Foundations
 Framing (building)
 Girders
 Hangars
 Heating
 Home ownership
 Hot water supply

BUILDING—See also—*Continued*

Hotels
Houses
Industrial build-
ings
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Masonry
Files and pile driv-
ing
Plumbing
Public works
Railroads—Buildings
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Roofs
School buildings
Sheet metal work,
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Shipbuilding
Soundproofing
Steel construction
Steel houses
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Strength of materials
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Bricks	Pisé
Building products institute	Plywood
Building stone	Roofing
Cement	Sheet metal work, Architectural
Clay products	Shingles, Asphalt
Concrete	Sound absorbent materials
Concrete, Reinforced	Steel, Structural
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Motor cars (rail-

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Motor cars (railroad)

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Capillarimeter	(technical chemis-
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Chemical plants—	Gases—Apparatus
Equipment	Grease kettles
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Molecular association	Valence

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Atoms
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Periodic system
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Chemistry, Technical
Cooling, Industrial
Distillation
Drying
Evaporation
Extraction processes
Feed water purification
Filters and filtration (technical chemistry)
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Food factories
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Autoclaves
Centrifuges
Chemical plants—Equipment
Concentrators
Distillation apparatus
Drying apparatus
Emulsifiers
Evaporators
Extraction apparatus
Granulators
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| Chemical equilibrium | Mannich reaction |
| Chlorination | Methylation |
| Condensation, Chemical | Molecular rearrangements |
| Darzens-Claisen reaction | Neutralization, Heat of |
| Dehydration | Nitration |
| Dehydrogenation | Oxidation |
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| Etherification | Reduction, Chemical |

Reformatsky reaction
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Alcohols	Mercaptoacetic acid
Catalysts	Mothproofing preparations
Chemical industries	Oil and fats
Chemical reagents	Paint materials
Chemistry, Technical	Paper chemicals
Cleaning compositions	Plasticizers
Drugs	Refrigerants
Drying agents	Rubber chemicals
Dyes and dyeing—Chemistry	Sanitary chemicals
Glycerin	Solvents
Glyoxal	Tanning materials
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 Evaporation
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 Fermentation
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 Metals
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Mineralogical analysis
Oil analysis
Plants—Chemical analysis
Polarographic analysis
Spectrum analysis
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Alkaloids	Essential oils
Amines	Esterification
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Catalysis	Molecular rearrangements
Catalysts	Molecular weights
Chemical bonds	Molecules
Chemical equilibrium	Osmotic pressure
Chemical reaction	Phase rule and equilibrium
Colloids	Photochemistry
Compressibility	Polymers
Condensation, Chemical	Precipitation
Crystallization	Quantum theory
Crystallography	Solids
Electrochemistry	Solubility
Electrolysis	Solution (chemistry)
Electrolytes	Stereochemistry
Electrons	Surface tension
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Clay
Coal distillation
Coal tar products
Corrosion and anticorrosives
Cosmetics
Dehydration
Distillation
Drying
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Emulsions
Essential oils
Explosives
Extraction processes
Fertilizers
Filters and filtration (technical chemistry)
Fuel
Gas
Gas manufacture
Glass manufacture
Glue
Gums and resins
Ion exchangers

Lacquer and lacquering
Metallurgy
Oils and fats
Ore treatment
Paint
Paper
Paper making
Paper making materials
Petroleum—Chemistry
Petroleum distillation
Petroleum refining
Plastic materials
Pottery
Rayon
Refractory materials
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Resinous products
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|-------------|--------------------|
| Attapulgite | Ceramic industries |
| Bentonite | Ceramic materials |
| Bricks | Fire clay |

Foundation soils
Montmorillonite
Pottery

Refractory materials
Soils

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See Clay drying

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| Brick industry and trade | Fire brick |
| Brickmaking | Glazes |
| Ceramics industries | Pottery |
| Clay products | Refractory materials |

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Ocher

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See also

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| Brickmaking | Fire brick |
| Ceramics | Pottery |
| Enamel and enameling | Stoneware |
| | Tiles |

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See also

Boiler cleaning	Floor cleaning
Car cleaning	Laundry
Coal cleaning	Metal cleaning
Degreasing	Rugs
Dishwashing	Soap

Dyes and dyeing
also subdivision Cleaning under special subjects, e.g.

Airplanes	Peas
Castings	Pipes
Cotton mills	Silverware
Eggs	Spinning machinery
Locomotives	Steam turbines

CLEANING and dye house workers, International association of. See International association of cleaning and dye house workers**CLEANING compositions**

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Polishing materials
Shampoos

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See also

Bottle cleaning machines	Floor cleaning machines
Dishwashing machines	Washing machines

CLEANLINESS

See also

Cities and towns—Cleanliness	Foundries—Cleanliness
Factories—Cleanliness	Gasoline service stations—Cleanliness

CLEARANCE of bridges. *See* Bridges—Clearance

CLEARING houses

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See also

Bank clearings

CLEARING industrial district. *See* Chicago—Clearing industrial district

CLEARING machine corporation

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See also

Chaplains, Industrial
Preaching

Pensions

See also

Rabbis—Pensions

CLERICAL workers. *See* Office workers

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See also

Real estate business
—Cleveland

Industries

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- Fight over Cliffs. *Bsns W* p17 Ja 4 '47
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CLIFF, Vincent D. 1866-

- Sketch. *por East Underw* 47:38 D 27 '46

CLIFFS corporation

- Cliffs fight settled. *Bsns W* p19-20 Mr 1 '47
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See also

Atmospheric temperature

CLIMATOLOGY

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See also

Microclimatology

CLIMAX molybdenum company

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CLINIC trains. See Railroads—Clinic trains**CLINICS**

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CLINICS, Dental. See Dental clinics**CLINICS, Industrial**

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CLINKERS, Coal. See Coal ash**CLINTON laboratories. See Clinton national laboratories****CLINTON national laboratory**

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CLIPPERS, Hedge. See Hedge clippers**CLOCK paradox. See Relativity (physics)****CLOCKS**

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Manufacture

Bench shapers are versatile tools for broaching and knurling; Telechron, inc. *il diag Am Mach* 91:106-7 Ag 14 '47

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Rating

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CLOCKS, Electric

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Rating

Some post-war clocks. *il Consumers Res Bul* 20:13-16 Ag '47

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Stock offered. *Comm & Fin Chr* 165:3392 Je 30 '47

CLOSE corporations. See Corporations—Close corporations**CLOSED shops. See Open and closed shop****CLOSSET, Andre**

Light for Belgium; U.S. method sells fluorescent lights. *por Bsns W* p86+ Ag 30 '47

CLOSURES (containers)

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Stripping threaded molded closures; oil can

closures. *il Mod Plastics* 24:228-32 Ap '47

Thermoplastics in tin cans. *il Mod Plastics* 24:188+ Ag '47

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Hamilton clothes dryer. *il Am Gas J* 167:43 Ag '47

How Philadelphia gas works assisted distributor in first promotion. *il Gas Age* 98:13+ D 26 '46

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Baby hangers; package has plenty of gift appeal. *il Mod Packaging* 20:101 F '47

CLOTHESPINs, Plastic

Wartime clothespins banish washday blues. *il Sales Management* 57:94-5 N 20 '46

CLOTHING, Protective

Labor-relations viewpoint on personal protection for the worker. W. J. Niederaur. *il Safety Eng* 93:18-19+ Je '47

Personal protective equipment. E. E. White. *il Safety Eng* 92:38-41 O '46

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See also

Aviators—Clothing
Gloves, Rubber

Hats, Safety
Shoes, Safety

CLOTHING and dress

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See also

Aviators—Clothing
Clothing, Protective
Fashion
Garters

Hosiery
Neckties
Textile fabrics

Children

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Prices

Garment prices going up. *il Bsns W* p46+ D 14 '46

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Clothing store in Tulsa, Okla. *il plan diags Arch Forum* 86:124-5 Ap '47

Cluett, Peabody helps dealers modernize dated stores. E. M. Kelly. *il Sales Management* 59:42-4 O 1 '47

Miracle (and mecca) on 34th street; new headquarters for Crawford stores in Hotel McAlpin. *il plans Arch Rec* 102:90-5 JI '47

See also

Men's stores
Women's apparel shops

CLOTHING trade

Bond decentralizes to beat labor shortage. *Bsns W* p69 Ja 18 '47

Clothes by mail; McMahon & Cremins distress merchandise at low prices by mail order. *Bsns W* p34+ S 13 '47

Developments in the textile and apparel industries. L. J. Atkinson. *charts Survey of Cur Bsns* 27:14-20 My '47

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Sales outlook for textile clothing; markets are growing in new America; American wool council analyzes effect of population and income shifts. *Sales Management* 57:64+ D 1 '46

See also

Dress industry
Fashion

Raincoats
Sportswear

CLOTHING trade—Continued

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- Koret adds new twist to Hollywood fashion tie-ins. *il Sales Management* 58:76+ Ap 15 '47
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Flames	Matches—Testing
Fuel	Oxidation
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Aeronautics, Commercial	Interstate commerce commission
Balance of payments	Marketing
Banks and banking	Merchandizing
Business	Merchant marine
Commercial policy	Money
Commercial statistics	Ports
Competition	Prices
Credit	Purchasing
Exhibitions	Shipment of goods
Export trade	Shipping
Foreign exchange	Stock exchange
Free trade and protection	Stocks
Imports	Tariff
Insurance, Marine	Trade marks
International trade organization (proposed)	Transportation
Interstate commerce	Trusts, Industrial—
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Business cards
Collecting of accounts

Complaints
Inquiries
Letterheads
Mail order business
Sales letters

Form letters

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Agency (law)
Banking law
Bills of lading
Carriers
Checks—Law
Corporation law
Debtor and creditor
Foreign exchange
Government regulation of industry
Income tax
Indorsement
Insurance law
Moratorium

Mortgages
Negotiable instruments
Patent laws and legislation
Payment
Prices—Regulation
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Free trade and protection
Reciprocity
Tariff

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Chemicals
Dairy products
Farm produce
Products, New
Raw materials

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Concrete, Reinforced
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Concrete lining
Concrete mixing
Concrete piling
Concrete placing
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See also

Bags	Oil containers
Bottles	Package design
Cans	Package goods
Closures (containers)	Paper bags
Container industry	Paper boxes
Cotton bags	Paper containers
Food containers	Pressure vessels
Glass containers	Tanks
Hoppers	Tin cans
Labels	

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Blow-gun package; Swift telescoping, refillable paper tube functions as spray gun. *il Mod Packaging* 20:100-3 My '47

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Boxes, Plastic parent

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| Electric control | Pressure regulators |
| Electric motors | Servomechanisms |
| Governors (machinery) | Temperature-Regulation |
| Hydraulic control | Vacuum tubes—Control uses |
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|-----------------|-------------|
| Cost accounting | Labor cost |
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| Factory costs | Sales costs |
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 Electric cutting Plastic materials—
 Gear cutting Cutting
 Glass cutting Steel cutting
 Metal cutting Textile fabrics—
 Milling Cutting
 Oxyacetylene cutting Thread cutting
- CUTTING, Electric.** See Electric cutting
- CUTTING, Oxyacetylene.** See Oxyacetylene cutting
- CUTTING machines**
 Cutting compacts from acrylic sheet. il Mod Plastics 24:131-2 F '47
- Hilshear small hand shearing machine.** diag Engineer 183:205 Mr 7 '47
- Machining huge aluminum slabs on scalper of unusual design.** il Mach 53:150 D '46
- See also
 Cutting tools Pipe cutting ma-
 Food cutters chines
 Gear cutting ma- Reamers
 chines Saws
 Metal cutting Screw machines
 Milling cutters Shears (machines)
 Oxyacetylene cutting
- CUTTING of metals.** See Metal cutting
- CUTTING off machines**
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- Machine tool show in print; cut-off and filing.** il Am Mach 91:273-4 S 11 '47
- Manifolding provides a compact hydraulic control panel; Model 51 automatic abrasive cutoff machine.** il diags Product Eng 18:92-3 O '47
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Recessing tools

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| Corporations—Finance | Securities |
| Profit | Stocks |

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| Harbors | Piers |

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See also

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New press tooling speeds hardware pro-
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- Threaded drill bushing eliminates changing jigs. M. H. Ball, diag Am Mach 91:103 F 27 '47
- Thrust, in pounds, required for drilling; data sheet. Mach 53:257 Je '47
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- DRILLING and boring machinery**
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| Armatures | Electric controllers |
| Commutators | Electric converters |
| Condensers (electricity) | Electric current limiters |
| Dynamometers | Electric equipment |
| Electric apparatus industry | Electric furnaces |
| Electric cables | Electric fuses |
| Electric circuit breakers | Electric generators |
| | Electric instruments |
| | Electric inverters |
| | Electric lamps |

- Electric machinery
- Electric meters
- Electric motors
- Electric precipitation
- Electric rectifiers
- Electric switchgear
- Electric transformers
- Electricity in mining
- Electricity on the farm

- Electromagnets
- Galvanometers
- Photoelectric cells
- Potentiometers
- Radar
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See also

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Electric contractors	Electrometallurgy
Electric engineering	Electroplating
Electric lighting	Radio apparatus industry
Electric plants (central stations)	
also General cable corporation; General electric company	

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Bolometers
Chronoscope
Dynamometers
Electric apparatus
and appliances
Electric measure-
ments
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Electric testing
Gages, Electric
Galvanometers

Hearing aids, Me-
chanical
Oscillators
Photoelectric cells
Radio instruments
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Measurement uses
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| Dielectric constants | Magnetic measurements |
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Drilling and bor-
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Clay products plants	plants
Concrete products	petroleum refineries
plants	Potteries
Cotton mills	Rayon mills
Drug factories	Rock products plants
Factory manage-	Rolling mills
ment and other	Rubber factories
headings begin-	Shoe factories
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Exits	Mine fires
Fire extinction	Smoking—Fire hazards
Fire extinguishers	
Fire resisting materials	Spark arresters
Fireproof construction	Sprinkling systems
Inflammable mixtures	Underwriters' laboratories
Insurance, Fire—	Vents (architecture)
Preventive work	Watchmen

also subdivision Fires and fire protection under special subjects, e.g.

Airplanes	Paint factories
Bowling alleys	Piers
Coal mines and mining	Railroads
Cotton	School buildings
Gas works	Ships
Hotels	Store buildings
	Textile mills

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Brattice cloth
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See also

- | | |
|--|------------------------|
| Electric fires | Mine fires |
| Fire extinction | Oil fires |
| Fire protection. | Spontaneous combustion |
| Inflammable liquids | |
| Insurance, Fire | |
| <i>also subdivision Fires and fire protection under special subjects, e.g.</i> | |
| Airplanes | Piers |
| Airports | Railroads |
| Circus | Ships |
| Coal mines and mining | |

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| Drying (fruits and vegetables) | Poultry |
| Eggs | Restaurants |
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| | Yeasts |

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Candy trade	Market stores
Canned food	Meat industry and trade
Chain stores	Milk trade
Coffee trade	Packing houses
Dairy products	Produce terminals
Food, Dried	Restaurants
Food, Frozen	Sugar industry and trade
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Acetylene	Gas, Natural
Adsorption	Gas analysis
Aerodynamics	Gas flow
Air	Glass—Gas content
Ammonia	Helium
Blast furnace gas	Hydrogen
Carbon dioxide	Inflammable mix-
Chlorine	tures
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Dew points	Nitrogen
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Liquid air

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Fuel	engines—Fuel
Automobile engines	Motor truck engines
—Fuel	—Fuel
Automotive fuel	Petroleum refining
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| Electric heating | Temperature |
| Evaporation | Thermochemistry |
| Expansion (heat) | Thermodynamics |
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Why not sell all-ceramic houses to those homeless veterans? *il diags Brick & Clay Rec 109:23-4 D '46*

See also

Apartment houses
Architecture, Domestic
Brick houses
Bungalows
Concrete houses
Country houses
Farmhouses

Guest houses
Home ownership
House lighting
Housing
Plastic houses
Ranch houses
Steel houses
Suburban homes

Mechanical equipment

Building products on review; photographs with text. *plans Am Bld 69:100-13+ F '47*

Contractor combines appliance business with home building; Victor Carlson's sons, Inc. Minneapolis. *il plans Am Bld 69:112-13+ My '47*

Heart of the home in one package; Mobilcore contains kitchen, bath and utility room. *il plan Am Bld 68:94-5 D '46*

Packaged mortgages for packaged homes; with chart showing FHA list of items of mechanical equipment eligible for inclusion in mortgage, by state and district FHA offices. *Am Bld 69:60-3+ Ja '47*

Plumbing prefab; mechanical core for homes. *plans Dom Eng 168:103 N '46*

Unique distributor setup, integrated promotion, aid Ingersoll Steel's success; IM case study. H. Burnett. *il Ind Marketing 32:34-6+ F '47*

Wickes, Inc. builds a house with packaged utilities, solar fenestration, prefab radiant heat. *il plans diags Arch Forum 86:98-100 Ja '47*

Work center; one-story, basementless house, poses problem of integrated kitchen and laundry layouts. *il plans Arch Forum 87:95-100 Ag '47*

HOUSES, Concrete. *See Concrete houses*

HOUSES, Model

Downtown sample sells homes for Seattle real estate man. *il plan Am Bld 69:123 Ag '47*

Lumber dealer builds demonstration home in Sheboygan, Wis. *il plans Am Bld 69:104-5 Ag '47*

New York builder stages permanent home show; full-scale indoor model of N. K. Winston associates' expansion home. *il plan Am Bld 69:110-11 My '47*

Seven model houses show today's values; exhibit staged by Tulsa home builders association. *il plan Am Bld 69:130-1 Ag '47*

HOUSES, Prefabricated

All-aluminum prefab is sectional, has integral kitchen-bath-utility unit; Airoh house made in Gloucester, England. *il Arch Forum 86:126 Mr '47*

Aluminum house; Butler manufacturing co., Kansas City, Mo. *il plans Am Bld 68:92-4 N '46*

Assembly-line methods produce 1,200 low-cost homes in Maryland. *il Civil Eng 17:473 Ag '47*

Australian prefab resembles American counterpart in design, fabrication and erection techniques. *il plan Arch Forum 86:122+ Mr '47*

Begin building all-steel, porcelain finish prefabs. *il Eng N 137:349 D 26 '46*

Berlin exhibits plastic prefabs designed for export. *il Arch Forum 86:15 Ja '47*

Brazil, now making prefabricated houses, hopes to find export markets. *For Comm W 28:23 Ag 2 '47*

British firm uses line production methods in precasting house panels; Tarran prefabricated concrete house. *il diags Concrete 55:3-9+ Ag '47*

British prefab used precast brick panels to surface steel frame; Cussins house. *il plans diag Arch Forum 87:126 S '47*

Builders borrow techniques from other industries. *il Bsns W p52 My 3 '47*

Building houses using large precast sections; Normac, Inc. W. B. Lenhart. *il diag Rock Prod 50:206-7 Ag '47*

Construction of prefabricated and conventional war housing projects; comparison of labor requirements and other characteristics. A. C. Findlay. *Mo Labor R 63:721-32 N '46*

Dampney precast concrete slabs. H. B. Fletcher. *il Concrete 55:32-3 My '47*

Dealer credit; National homes acceptance corp. to finance both dealers and customers. *Arch Forum 87:11-12 Ag '47*

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Finnish prefabs. *il Bsns W p114+ Ap 5 '47*

Give new contracts for prefab houses. *Eng N 138:981 Je 19 '47*

Government hairpulling; prefab issue sets Wyatt against RFC and WAA. *il plan Arch Forum 85:7 D '46*

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How Homeola sells packaged homes via lumber yards to GI home builders. *il Sales Management 57:83+ N 20 '46*

Hustling Homeola; Willis distribution plan scores. *Arch Forum 85:11 N '46*

Industrialized house; prefabricated units by Harman corporation, Production line structures, Butler manufacturing company and Wickes, Inc., General panel corporation; Kaiser community homes and Lustron corporation. *il plans diags Arch Forum 86:89-100 Ja; 115-20 F; 105-13, 152+ Mr; 105-10 Je '47*

Industry capitalism forgot; housebuilding business. *il Fortune 36:61-7+ Ag '47*

Manufacture of parts for prefabricated houses, Brazil. *For Comm W 28:22-3 S 27 '47*

Model prefabs offered to builders today. *il plan Am Bld 69:82-3 Ja '47*

Monocrete prefabricated slabs. H. B. Fletcher. *il Concrete 55:30-1 Jl '47*

Navy builds precast concrete houses for dependents of enlisted personnel stationed at Guam. *il Concrete 55:18 O '47*

New expandable Homeola. *il plan Am Bld 69:116-17 My '47*

HOUSES, Prefabricated—Continued

- Newcomers; General Panel is first to benefit from everything government has to give. Arch Forum 86:15 Ja '47
- 100 houses a week; Kaiser community homes. il plan Am Bld 68:95-7 N '46
- Pomeroy organization finds American Houses units an ideal solution; project in Syracuse, N.Y. il plan Am Bld 68:106-8 D '46
- Prefab makers buckle down. il Bsns W p 18-19 Ag 23 '47
- Prefab makers sign government deals. Bsns W p18 F 8 '47
- Prefab with a difference; General panel corporation's house. il Bsns W p31-2+ O 18 '47
- Prefabricated bungalows; investigation of load characteristics. Elec R (Lond) 140:543-4 Ap 4 '47
- Prefabricated steel house; Steelcraft manufacturing co., Cincinnati. il plan Am Bld 68:103 N '46
- Prefabrication gains stature during past year. il Am Bld 68:105 D '46
- Prefabs for thousands in California; Hamill & Jones, and Prefabricated home builders, Los Angeles. il plans Am Bld 69:116-18 Mr '47
- Preview of three manufactured low cost small houses. il plans Am Bld 69:128-9 F 47
- Progress in design and construction; Ford factory-built homes; General Panel's minimum house; General Houses. il plan Am Bld 68:110-11+ D '46
- Prospects for prefabrication. il Eng N 138:301-4 F 20 '47
- Radicals push ahead; new RFC loans, public stock issues, redesign plans mark progress. il Arch Forum 86:13-14 F '47
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- Tech Home; the steel and concrete house. il plan diags Am Bld 69:118-19 Ag '47
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also Prefabricated home manufacturers' institute

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- Connecticut hay barn remodeled into country house pleasantly free of affectation or cliché. R. Kehm. il plans Arch Forum 87:80-2 Jl '47
- House in Alexandria, Virginia; remodeling converts a conventional design. il plans diag Arch Forum 85:96-9 D '46
- Old houses make desirable apartments in Montclair, N.J. il plans Am Bld 69:118-20 Je '47

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See also

- | | |
|----------------------------|--------------------------------|
| Architecture, Domestic | Federal housing administration |
| Building | Housing laws |
| City planning | Housing projects |
| Company towns | Negroes—Housing |
| Employees—Housing problems | Rent |

Costs

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Altadena, California

- Something better; housing project in Altadena Heights proved to be the answer. il plans Am Bld 69:126-9 Ap '47

Atlanta

- Apartment group planned for long term dividends, Peachtree Hills. il plans Arch Rec 101:92 Mr '47

Baltimore

- 1200 steel-framed houses for Baltimore veterans; Harundale development. il map plan diags Arch Forum 86:82-7 Ap '47

Birmingham, Alabama

- Two family houses for mass market; Dean & Wainwright, Birmingham, Ala. il plans Am Bld 69:90-1 S '47

Boston

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Buffalo, New York

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California

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Caracas, Venezuela

- El Silencio housing project. il plans Arch Forum 85:113-15 N '46

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Chicago

1200 plywood houses demonstrate to Chicago the advantages of site fabrication. *il plans diags Arch Forum 86:120-3 Ap '47*

Chicago area

Apartment house for veterans in Chicago area; Homestead apartments in LaGrange Park. *il plans Am Bld 68:92-3 D '46*
Klutznick plans \$70,000,000 housing project adjacent to Chicago for 25,000 middle-income persons. *il map Am Bld 68:91 D '46; Arch Forum 85:14+ D '46; Arch Rec 100:14+ D '46*

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Colombia; forced investments in housing decreed. *For Comm W 28:15 Jl 5 '47*

Dallas

Dallas, Texas, builders satisfy small house demand. *il plans Am Bld 69:112-15 Je '47*
Private enterprise builds a city; Wynnewood addition. *il plans Am Bld 69:85-7+ Ja '47*

Dayton, Ohio

Daytona Village, a multiple garden apartment project. *il plans Am Bld 69:112-13 F '47*

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Greece

Opening of experimental housing project at Piraeus, Greece. *For Comm W 29:19 O 18 '47*

Holyoke, Massachusetts

Holyoke builds precision-built homes for vets; Memorial Village. *il plans diags Am Bld 69:98-101 Ag '47*

Houston, Texas

Home builders keep pace with phenomenal growth of Houston. *il plans Am Bld 69:98-103 My '47*

Kansas City, Kansas

J.C. Nichols, dean of city planners, master community builder; Kansas City developer's Prairie Village. *il maps plans Am Bld 69:94-9 Mr '47*

Landover, Maryland

Engineered design helps builders achieve results; Radiant Valley veterans' housing development in Landover. *il plan Am Bld 69:90-3 Je '47*

Los Angeles

Los Angeles builders show the truth to local press. *il Am Bld 69:114-15 Ag '47*

Massachusetts

Land serviced with utilities available for housing. *Eng N 138:578 Ap 17 '47*

New Canaan, Connecticut

Modified ranch houses appeal to Connecticut veterans. *il plans Am Bld 69:88-9 S '47*

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Apartment house with balcony units; Park Avenue apartments; terrace apartment. *il plans Arch Rec 101:104-6 Mr '47*
New construction technique reduces cost of large-scale housing in New York. J. P. Riley. *il Civil Eng 17:254-8+ My '47*
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Newton Center, Massachusetts

Oak Hill Village, a model suburban community. *il plans Am Bld 69:108-11 S '47*

Oklahoma City

Private builders provide better Negro housing. *il plans Am Bld 69:142-3 F '47*
Typical Oklahoma City house for war veterans. *il plans Am Bld 68:100-1 D '46*

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Roslyn, Long Island

Norgate, a subdivision of quality homes. G. A. Mezger. *il plans Am Bld 69:140-1 Ap '47*

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High standards, low rents, Parkmerced, San Francisco. *il plans Arch Rec 101:90-1 Mr '47*

Toledo, Ohio

Seventeen veterans meet their housing problem in suburb of Toledo. *il plans Am Bld 69:108-9+ Mr '47*

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Two important civic improvements approved by Toronto ratepayers; housing redevelopment and construction of civic square. *plans Roads & Bridges 85:44-5+ Ja '47*

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- Republican housing policy; key congressmen favor public housing. *Arch Forum 86:10 F '47*
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Washington, D.C.

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Worcester, Massachusetts

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- Apartment houses—
Cooperative ownership

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- Building to satisfy the critical public; Newell & Daniel, Lake Success, Long Island project. *il plan Am Bld 69:104-7 O '47*
- Building value into low cost houses; Gerholz-Healy, Inc, Flint, Mich. *il plans Am Bld 69:106-11 F; 110-11+ Mr '47*

- Complete house for \$6,990, designed by Levitt and sons of Manhasset, L.I. *il plans diag Arch Forum 86:70-2 My '47*
- Construction of prefabricated and conventional war housing projects; comparison of labor requirements and other characteristics. A. C. Findlay. *Mo Labor R 63:721-32 N '46*
- Contractor, architect, realtor and banker join hands on 50-unit housing plan at Painesville, Ohio. *il Eng N 139:118-19 J1 24 '47*
- Contractor combines appliance business with home building; Victor Carlson's sons, Inc, Minneapolis. *il plans Am Bld 69:112-13+ My '47*
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- Dallas, Texas, builders satisfy small house demand. *il plans Am Bld 69:112-15 Je '47*
- Dayton, Ohio, builder gives big value in small, compact homes. *il plans Am Bld 69:110-11 Je '47*
- Developer Burns of Denver will erect 1,400 homes for veterans. *il plans Am Bld 68:82-3+ D '46*
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- Engineered design helps builders achieve results; Radiant Valley veterans' housing development in Landover, Md. *il plan Am Bld 69:90-3 Je '47*
- 544 rental units under way; Nettleton & Baldwin of Seattle. *il plans Am Bld 69:88-91 Ag '47*
- 490 homes for Pomona's de luxe subdivision. *il plans Am Bld 69:118-19+ Ap '47*
- Greatest house-building show on earth; Kaiser community homes. *il plans Arch Forum 86:105-13, 152+ Mr '47*
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- Heating the Metropolitan Life apartment projects. L. Smith and W. Bessler. *il plan diags Heating-Piping 19:77-82 S '47*
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- Home builder's own power equipment does the heavy work; Albert Balch of Seattle, Wash. *il Am Bld 69:108-11 Ag '47*
- House construction by factory methods; Greenway Addition, Houston, Texas. *il plans Am Bld 69:102-5 J1 '47*
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- J. C. Nichols, dean of city planners, master community builder; Kansas City developer's Prairie Village. *il map plans Am Bld 69:94-9 Mr '47*
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- Precutting speeds construction for New York builder; Larkin Manor, Croton-on-Hudson, N.Y. *il plans Am Bld 68:91 N '46*
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- Quality houses in two distinctive builder projects; Gorge View Park and Homecliff in Lewiston, N.Y. il plans Am Bld 69:100-3 F '47
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- Tomorrow's homes today; project in San Bernardino, Calif. il plan Am Bld 69:126-7 O '47
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- Variety is provided in Long Island development; Fairview homes, Hempstead, il plans Am Bld 69:96-7 My '47
- Washington builders developing suburban community of quality homes; Glen Mar Park, il plans Am Bld 69:93-5+ My '47
- We sold 13 over Sunday; Seattle builders offer small house of concrete, radiant heated, deluxe equipment; Permatherm homes. il plans diags Am Bld 69:114-17 S '47
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- Model camp construction in the oilfields; Humble oil and refining co. il plan Eng N 138:111-13 Ja 23 '47
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- Company towns
Mining towns

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 Ceramic research
 Chemical research
 Corrosion research
 Cotton research
 Electric research
 Engineering research
 Foundry research
 Gas research
 Glass research
 Laboratories
 Market research

Metallurgical research
 Paint research
 Paper research
 Petroleum research
 Railroad research
 Refrigeration research
 Rubber research
 Scientific research
 Steel research
 Textile research
 Welding research
 Wood research
 Wool research

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 Industries
 Corporations
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 Efficiency, Industrial
 Factories
 Government regulation of industry
 Handicraft
 Industrial market and other headings beginning Industrial

Labor and laboring classes
 Location in industry
 Manufactures
 Moving pictures in industry
 Planning
 Production
 Production standards
 Standardization
 Trade associations
 Unemployment

also names of industries, e.g.

Ceramic industries	Oil industries
Chemical industries	Petroleum industry and trade
Dairying	Plastic industries
Dye industry	Pottery industry
Gas industry	Printing trade
Iron industry and trade	Steel industry and trade
Mineral industries	Textile industry
Moving picture industry	

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Plague
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Exhibits, Traveling— Surplus products—
Insurance aspects Insurance aspects
Insurance companies Trade unions—Insurance plans
and other headings beginning Insurance War damage corporation
Insurance requirements under various subjects, e.g.

Airports Distilling industries
Banks and banking Fish trade
Building and loan associations Hotels
Camps Merchants
Cold storage locker Retail trade
plants Teachers
Colleges and universities Traveling stores

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Insurance, Life—
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Pension trusts
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Important future for catastrophe covers; abstracts. D. Kadyk. Nat Underw 51:23+ S 25 '47; East Underw 48:24 S 26 '47

Need for incentive for agents to improve selection. W. H. Leonhart. Nat Underw 50:14+ D 26 '46

Santander conference; international catastrophe study looks far into future; Review of London. Nat Underw 51:7+ S 4 '47

Solving the problem of risk; Royal-Liverpool booklet. Weekly Underw 157:391-3 Ag 16 '47

Trans-Arabian pipe line insured in U.S. Spectator (Property ed) 13:23 S 25 '47; Nat Underw 51:27 S 11 '47

Self insurance

See also

Insurance, Fire—
Municipal self insurance

Social aspects

Protecting workers and families from worry of age or disability. W. R. Williamson. Weekly Underw 155:1312 N 30 '46

Study and teaching

Education and training; a review of the past, a look at the present, and an estimate of the future. J. E. Hedges. Nat Underw 50th anniv no:232-6 1947

Educational survey completed by Insurance institute of America. East Underw 48:14+ Ag 29 '47

Insurance goes to college; suggested minimum program. D. McCahan and H. J. Lomar. Spectator (Property ed) 12:10-12+ F 13 '47

Insurance institute of Ontario gets incorporation charter; formerly Toronto institute. East Underw 48:16 Ag 1 '47

Insurance study by mail open to all war veterans. Weekly Underw 157:239 Jl 26 '47

Michigan agents have outstanding educational course. Nat Underw 51:8 Ag 14 '47

Monarch Life opens new college at Springfield for its field men. East Underw 48:30 O 3 '47; Nat Underw (Life ed) 51:7 S 26 '47

North America will open new school for agents. East Underw 48:1+ Ja 10 '47

S. S. Huebner foundation announces graduate fellowships, scholarships. East Underw 48:12 F 7 '47

S. S. Huebner foundation award winners. East Underw 48:10 My 30 '47

Syracuse university insurance education plan completes second successful year. East Underw 48:30 S 12 '47

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Insurance, Life—
Agents—Training
also subdivision Study and teaching under various insurance headings, e.g. Insurance, Life—Study and teaching

also American association of university teachers of insurance; American institute for property and liability underwriters; Insurance society of New York

Taxation

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Insurance, Life—
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also subdivision Insurance companies—Taxation

Valuation of property

Itemize building costs in valuation. R. Evans. Nat Underw 51:6 F 27 '47

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Insurance, Automobile—Valuation of property
also Insurance, Fire—Valuation of property

Canada

Canadian department reports on 1946 results. Weekly Underw 156:802 Mr 22 '47

Canadian socialists draw argument from insurance dilemma; market stringency, C.C.F. leaders say, calls for government operation. Nat Underw 51:8+ S 11 '47

1946 Canadian premiums and losses higher; fire loss ratio over 58%; experience in other lines. G. D. Finlayson. East Underw 48:28 My 16 '47

Dallas

Dallas agents inspect city owned properties; master policy method of covering public property, taking politics out. East Underw 48:16 Jl 25 '47

Europe

Insurance man looks at Europe. H. J. Johnson. Weekly Underw 157:349 Ag 9 '47

France

Nationalisation of banks and industries in France. Int Labour R 54:209-10 S-O '46

Germany

Obligatory coverage spreads in Russian held German zones. E. C. Steefel. East Underw 47:1+ D 27 '46

Great Britain

Post war reinsurance trends as viewed from London; claims experience may harden. W. Juul. Nat Underw 50:18-19 D 26 '46

Korea

Experiences in valuing Korean business of 19 Japanese insurance companies. C. T. Foster. East Underw 48:14 Ja 24 '47

Mexico

Form new adjusting firm in Mexico city; Adjusters and surveyors, Ltd. East Underw 48:16 Jl 11 '47; Weekly Underw 157:84 Jl 12 '47; Nat Underw 51:8 Jl 10 '47

INSURANCE—Continued**Nebraska**

Traces Nebraska insurance development. B. R. Stone. Weekly Underw 156:807 Mr 22 '47

New York (state)

Activities of New York department; address before National association of insurance women. A. J. Bohlinger. East Underw 48:19 Je 27 '47

Annual report to legislature; abstracts. R. E. Dineen. East Underw 48:34 Mr 14 '47; Nat Underw 51:6 Mr 13 '47; Weekly Underw 156:737 Mr 15 '47

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Insurance law—New York (state)

Peru

Insurance business in Peru shows gratifying gains. Weekly Underw 155:1282 N 30 '46

Philippine Islands

When currency is no good; premiums collected and policies issued for now worthless Japanese currency. L. M. Gardner. East Underw 47:25 N 15 '46

Southern states

1946 premium writings increased in South. M. R. McGruder. Weekly Underw 156:20+ Ja 4 '47

INSURANCE, Accident

A. & H. insurance a four-leaf clover. C. Typermass. East Underw 48:29 My 23 '47

Accident and health legislation; address before Industrial insurers conference; abstracts. H. R. Gordon. Weekly Underw 156:1368 My 17 '47; East Underw 48:42+ My 9 '47; Nat Underw 51:18+ My 15 '47; Nat Underw (Life ed) 51:11+ My 9 '47

A.&H. model bill a good and wholesome measure. C. C. Fraizer. East Underw 48:32+ My 30 '47

A. & H. picture for 1946. W. L. Clapp. East Underw 47:86+ D 13 '46

A.&H. program is considered by Agency management association. East Underw 48:6 Ja 3 '47

A. & H. regulatory bill now law in six states. J. F. Follmann. East Underw 48:35 Ap 18 '47

Accident cover gives great return; 1946 trends. E. A. McCord. Weekly Underw 156:72+ Ja 4 '47

Accident insurance holds public interest; premiums in 1946 exceeded \$600,000,000. J. F. Follmann, jr. Weekly Underw 156:74-5+ Ja 4 '47

American health insurance corporation takes A. & H. business of Pennsylvania Casualty. Weekly Underw 156:170 Ja 11 '47; Same cond. Nat Underw 51:21 Ja 9 '47

Challenge to the institution of accident and health insurance. W. G. Gastil. il Spectator (Life ed) 155:12-17+ Jl '47; Same abr. Weekly Underw 157:288, 336, 394-5 Ag 2-16 '47; Excerpts. East Underw 48:35+ Je 27 '47

Commissioners' rulings on A. & H. opposed by Bureau; orders in Texas, Florida and Nevada declared contrary to original concept of official guide. Weekly Underw 157:106-7 Jl 12 '47

Commissioners study A.&H. regulation; consider third proposal, embodying no advance approval but giving commissioner police powers. East Underw 47:39 N 15 '46

Compromise A.&H. bill best measure possible to obtain. J. Farley. East Underw 48:39+ My 30 '47

Consider revision of accident-health standard provisions; controversy on approval and filing section before N.A.I.C. committee. Nat Underw (Life ed) 51:2+ O 10 '47

Dineen names twelve to new A. & H. advisory group; to work with insurance department on examination of agents, brokers. East Underw 48:28 Ja 3 '47

Fair trade practices bill important in A. & H. field. R. F. Killion. Nat Underw 51:26 My 1 '47; Same. Nat Underw (Life ed) 51:3 My 2 '47

Four major objectives; address before H. & A. Conference. H. R. Gordon. Nat Underw (H. & A. conference no) 51:3+ My 30 '47

General regulatory laws; with particular application to health and accident business; tabulation by states. C. C. Frazier. Spectator (Property ed) 12:9 N 14 '46

Health and accident insurance; expanding horizons. H. R. Gordon. il Spectator (Life ed) 154:12-14+ Ap '47

Inroads of Crossover benefits on private cover negligible. Nat Underw 51:30 S 18 '47; Same. Nat Underw (Life ed) 51:2+ S 19 '47

Leaders' ideas of top A. & H. problems. G. H. Knight and others. Nat Underw 51:20+ O 23 '47

Legislative and regulatory trends affecting accident and health insurance; Pittsburgh address; abstracts. J. F. Follmann. Weekly Underw 156:555 F 22 '47; East Underw 48:35 F 28 '47; Nat Underw 51:22 F 20 '47; Nat Underw (Life ed) 51:20 F 21 '47

Legislative score card; many states acted on group A. & H. at '47 sessions. Nat Underw 51:15 Jl 24 '47; Nat Underw (Life ed) 51:3+ Ag 1 '47

Long-range public relations program of H. & A. Conference shaping up. East Underw 48:36+ Mr 7 '47

NAIC gets attitude of industry on A. & H. guide. East Underw 48:36 Je 6 '47

New Chicago A. & H. company begins business; American income assurance of Chicago. Nat Underw 51:24 Mr 6 '47; Same. Nat Underw (Life ed) 51:7 Mr 7 '47

New Jersey bill insuring school athletes passes Assembly. East Underw 48:41 Mr 21 '47

New York law seen as likely model for A.&H. regulation. Nat Underw 50:13 D 5 '46; Same. Nat Underw (Life ed) 50:3 D 6 '46

1947 accident premiums may rise 20%; developments during past year; address at Health and accident underwriters conference annual meeting. E. H. McCord. Weekly Underw 156:1482+ My 31 '47

1947 regulatory legislation for A. & H.; address before Bureau of accident & health underwriters. J. F. Follmann, jr. East Underw 48:39+ S 12 '47

Pearson elected zone 4 chairman; accident-health requirement again suspended; seek nation-wide basis. Nat Underw 51:17 My 15 '47; Same. Nat Underw (Life ed) 51:4 My 16 '47

Pennsylvania accident & health insurance co. to begin business. Nat Underw 51:15 Ja 2 '47

Problems and future of group accident and health. A. Pike, jr. Nat Underw 50th anniv no:292-4 1947

Problems in writing group accident-health. P. G. Korn and others. Nat Underw 51:20+ F 13 '47; Same abr. Nat Underw (Life ed) 51:1+ F 14 '47

Public relations; importance to accident insurance. J. F. Follmann, jr. Weekly Underw 155:1554+ D 28 '46; Same. Spectator (Life ed) 154:32+ Ja '47; Abstract. Nat Underw 50:20 D 19 '46

Railroad line holding up despite Crossover bill. Nat Underw 51:31 Ap 17 '47; Same. Nat Underw (Life ed) 51:14-15 Ap 18 '47

Text of proposed A.&H. regulatory legislation approved by NAIC. East Underw 47:114 D 13 '46; Same. Nat Underw 50:19 D 19 '46; Same. Nat Underw (Life ed) 50:4 D 20 '46

U.S. Life expands A.&H. program under Rhodebeck; adds two to staff. East Underw 48:31 Ja 3 '47; Same cond. Nat Underw 51:20 Ja 2 '47; Same cond. Nat Underw (Life ed) 51:12 Ja 3 '47

Urges sales research program in A.&H. field. R. B. Smith. Nat Underw 50:16 N 28 '46; Same abr. Nat Underw (Life ed) 50:2 N 29 '46

Visualizes great future for accident and health industry. G. H. Knight. Weekly Underw 157:1058 O 25 '47

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Insurance, Disability Insurance, Liability Insurance, Life—Disability provisions

also Bureau of accident and health underwriters; Health and accident underwriters conference; National association of accident and health underwriters

Insurance, Workmen's compensation

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Accounting

- A. & H. data preserves business competition. W. Manzelmann. East Underw 48:46 Mr 21 '47
- H. & A. Conference to give especial attention to accident-health statistics. Nat Underw 51:22 Je 5 '47
- Industry asks delay on zone 4 experience call. Nat Underw 51:18 Ja 23 '47; Same abr. Nat Underw (Life ed) 51:5 Ja 24 '47
- Wants statistical reports. S. S. Battleson. East Underw 48:35 My 30 '47
- Zone 4's proposals to NAIC on A. & H. experience study; text. East Underw 48:38 Je 13 '47

Adjustment of claims

- Dies while pushing stalled car; no recovery. Nat Underw 51:26 Ja 16 '47
- Human factor in A. & H. insurance. C. J. Haight. East Underw 48:30 Ap 4 '47
- Insured wins round on waiver agreement issue; Oonk vs. Monarch Accident. Nat Underw 51:27 F 13 '47; Same. Nat Underw (Life ed) 51:19 F 14 '47
- Rule drowning exceeds limits of travel policy; Carpenter vs. Life & Casualty. Nat Underw (Life ed) 51:27 F 28 '47
- Treatment of claimants held paramount in building public relations; report of Health and accident underwriters conference. Weekly Underw 156:404+ F 8 '47

Agents

- A. & H. agents average \$8,200 annual income by using these tips. T. Wallace. Weekly Underw 156:418 F 8 '47
- Ace producer of Federal Life & Casualty in Maine sees bright future. W. W. Morse. East Underw 48:32+ F 14 '47
- Agents' role in public relations. C. W. Young. East Underw 48:34+ Je 27 '47
- Continental's A. & H. dept. steps up pace; new merchandising aids. East Underw 48:43 Mr 14 '47
- Dignan Ohio A. & H. chief; notable sales talks given at Columbus. Nat Underw 51:29+ Ap 17 '47
- Gets results with increased benefits rider. G. H. Knight. East Underw 48:28 Jl 25 '47
- Logic can be effectively employed in selling accident protection. C. A. Ernst. Weekly Underw 157:48-9 Jl 5 '47
- Model qualification law for A. & H. agents considered. Nat Underw 51:28 My 8 '47; Same. Nat Underw (Life ed) 51:20 My 9 '47
- Organized selling. H. A. Graham; G. Neale. Rough Notes 89:34+ D '46
- Plan for production. Rough Notes 90:38 F '47
- Producers should remember human factor in accident and health insurance. C. J. Haight. Weekly Underw 156:902-3 Mr 29 '47
- Sell non-occupational A. & H. insurance. F. Scudder. East Underw 48:33 pt 2 Je 20 '47
- Selling large A. & H. buyers. G. J. Richards. East Underw 48:48-9 Ap 25 '47
- Selling starts with home office. J. H. Garneau. Nat Underw 50:18 N 28 '46
- Took near fatality to lead agent into accident and health selling. F. P. White. East Underw 48:15 Je 27 '47

Sales conventions

- Need change of pace; A. & H. sales plans given at Boston. H. H. Nunamaker and others. Nat Underw 51:8+ Je 26 '47
- Organize selves for sales, accident-health men urged. G. J. Richards and others. Nat Underw 51:12 Ja 16 '47
- Sales tips abound at congress of accident salesmen in St Louis. Weekly Underw 156:1234-5 My 3 '47

Women agents

- Woman's A. & H. association formed in New Jersey. Nat Underw 51:22 F 6 '47

Aviation risks

- Aviation accident policy issued by Associated aviation underwriters. Rough Notes 90:66+ F '47
- Aviation accident; sales ideas. R. M. Fox. Rough Notes 90:25-6 Jl '47

- Aviation exclusion clauses in insurance contracts and the trend towards court interpretations which nullify these restrictions on air travel. C. S. Rhyne. Weekly Underw 156:1495 My 31 '47
- Aviation observations contained in report of Bureau of accident and health underwriters. Weekly Underw 157:621 S 13 '47
- Ill-fated passengers in three recent airline accidents took \$285,000 coverage. D. D. M. Scarritt. Weekly Underw 156:1706 Je 21 '47
- Insurograph boosts aviation accident policy sales. Nat Underw 50:12 D 5 '46
- New accident ticket; Travelers cos. offer protection in all parts of world including scheduled aircraft travel. East Underw 48:28 Ag 8 '47

Claim complaints

- Analyze accident assureds' complaints in Illinois and Michigan. Weekly Underw 155:1333+ D 7 '46; Same abr. Nat Underw 50:23+ D 5 '46; Same abr. Nat Underw (Life ed) 50:3+ D 6 '46
- Criticizes some cover practices; settling underwriting questions, after claim is made. C. F. J. Harrington. Weekly Underw 156:1765+ Je 28 '47

Farm volunteer policies

- Continue farm volunteer accident policies. Nat Underw 51:28 Ap 10 '47; Nat Underw (Life ed) 51:18 Ap 11 '47; Weekly Underw 156:1029 Ap 12 '47

Finance

- Accident and health insurance in 1946 by states; hospitalization plans included; tabulation. Spectator (Property ed) 13:20 O 9 '47; Same. Spectator (Life ed) 155:48 O '47
- A. & H. net premiums for 1946 compared with 1945 for 45 companies; tabulation. East Underw 48:32-3 F 14 '47
- A. & H. results for first ten months point to 1946 as banner year; summaries for selected companies. East Underw 47:106 D 13 '46
- New York state A. & H. business reported; premiums and losses in 1946; tabulation by company. Nat Underw (Life ed) 51:18 Mr 21 '47
- Ranking position in net premiums written on individual accident and health policies for 1946 and comparisons 1943-1945; tabulation by company. Spectator (Property ed) 13:21-3 O 9 '47; Same. Spectator (Life ed) 155:54-6 O '47

Losses

- Dineen hits unduly low loss ratios on some A. & H. policies. Nat Underw 51:18 Ja 16 '47; Same. Nat Underw (Life ed) 51:3 Ja 17 '47

Noncancellable policies

- Optimistic on non-can. A. & H. future. J. L. Ullman. East Underw 48:32-3 My 23 '47

Policies

- Athletic accidents. T. E. Hopkins. Rough Notes 90:38+ Jl '47
- Bankers Life & Casualty is pioneer of no claim bonus. Nat Underw 51:26 F 13 '47; Same. Nat Underw (Life ed) 51:19 F 14 '47
- California O.K.s vending machine policy. Nat Underw 51:29 My 22 '47
- Continental Casualty extends coverage for teams; new policy covers amateur or semi-professional baseball and softball teams. East Underw 48:46 My 30 '47
- Coverages and forms; A & H policies afford variety of benefits. Spectator (Property ed) 12:26 N 28 '46
- Lack of uniformity in official guide on policy forms. H. R. Gordon. East Underw 48:33+ My 30 '47
- Manufacturers Casualty issues new A. & H. policy; introduces franchise plan of non-occupational coverage; has health and hospital benefits. East Underw 48:32 S 5 '47
- National A. & H. is issuing new family policy. Nat Underw 50:24 N 14 '46; Same. Nat Underw (Life ed) 50:15 N 15 '46
- New employees' sickness and non-occupational accident policy issued by Travelers. Rough Notes 90:63 My '47

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No-claim award under A. & H. policy O.K. in Michigan. Nat Underw 51:14 F 6 '47; Nat Underw (Life ed) 51:8 F 7 '47; Weekly Underw 156:406 F 8 '47

Provident Life & Accident broadens its student athletic coverage. East Underw 48:28 Ag 8 '47

Student accidents covered; St Louis university officers arrange with Columbian national life insurance co. for coverage. East Underw 48:8 S 5 '47

Travelers issues non-occupational A. & H. policy. Nat Underw 51:26 F 13 '47; Same. Nat Underw (Life ed) 51:19 F 14 '47

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Insurance, Accident— Aviation risks	Insurance, Accident —Noncancellable policies
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Prospects

Buying protection; fear held chief motive of those who insure. P. McDowell. Weekly Underw 157:231 J1 26 '47

Local athletic teams clue to large accident cases. Nat Underw 51:8 Ja 2 '47

Opportunities in athletics. J. W. Sedgwick. Rough Notes 89:18+ N '46

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Purchasing

Various accident and sickness cover points for women. H. R. Gordon. Weekly Underw 156:485-6 F 15 '47

Rates

Model A. & H. rating law being prepared by Bureau of personal accident & health underwriters. R. A. Payne. East Underw 48:37, 40 S 12 '47

Risks

Insurers shy from team accident on New Jersey schools. Nat Underw 51:20 Je 26 '47

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Statistics

Survey by Chamber of commerce shows extent of disability cover. Weekly Underw 155:1537+ D 28 '46; Same abr. East Underw 47:35 D 27 '46

U.S. chamber of commerce survey; 40% of employees in industry have voluntary A. & H. plan; with summary of accident & health insurance of United States residents, 1945. Nat Underw 51:15 Ja 2 '47; Same. Nat Underw (Life ed) 51:6 Ja 10 '47

Substandard risks

Chicago A. & H. underwriting forum discusses impaired risks. Nat Underw 51:29 O 9 '47; Nat Underw (Life ed) 51:40 O 10 '47

Women as prospects

Various accident and sickness cover points for women. H. R. Gordon. Weekly Underw 156:485-6 F 15 '47

Nebraska

Clarifies Nebraska position on A. & H. policy approval. F. E. Landis. Nat Underw 51:23 F 27 '47; Same. Nat Underw (Life ed) 51:10 F 28 '47

New York (state)

Dineen disapproves 15 A. & H. policies; seven companies involved. East Underw 48:38 O 10 '47

Switzerland

Compulsory accident insurance in Switzerland from 1938 to 1942. Int Labour R 54: 179-96 S-O '46

INSURANCE, Agricultural

Canada's farmers; Saskatchewan province scheme of crop insurance. Il Spectator (Property ed) 12:14+ N 14 '46

Restricted crop cover legislation approved.

Weekly Underw 157:89 J1 12 '47

Tobacco coverage broadened. East Underw 48:23 Ja 24 '47

See also

Federal crop insurance corporation	Insurance, Fire— Farm policies
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INSURANCE, Aircraft damage

Aircraft liability and property damage policy issued by Aero insurance underwriters. Rough Notes 90:65-6 My '47

INSURANCE, Airplane cargo

Air freight boom keeping cargo insurers on alert. Nat Underw 51:10 F 6 '47

Insuring air freight. Rough Notes 90:51 F '47

INSURANCE, Airport public and property damage liability

Airport liability. Rough Notes 90:47 Je '47

Airport liability insurance policy issued by Aero insurance underwriters. Rough Notes 90:77-8 Mr '47

INSURANCE, Assessment

Canada; British Columbia's assessment clubs.

Spectator (Life ed) 154:48+ Mr '47

INSURANCE, Automobile

Advice to insurers; reply to Insurers turn down business. H. W. Horton. Bsns W p44+ S 20 '47

Auto insurance solution will be found. R. A. Duffus. East Underw 48:58 O 17 '47

Auto line headache gets more splitting; agents face daily scramble for market as insurers apply controls. Nat Underw 51:16 Ja 2 '47

Automobile and aviation insurance number. Nat Underw (Auto & aviation no) 51:1-4+, 10-12, 14-25 Ap 13 '47

Automobile picture for 1947. A. E. Spottke. East Underw 48:32 My 16 '47

Automobile underwriters predict high loss ratios will continue; outlook for 1947. East Underw 47:64+ D 13 '46

C.&S. association to survey tight auto insurance market. J. D. Dorsett. East Underw 48:27+ J1 18 '47; Same. Weekly Underw 157:141+ J1 19 '47; Same cond. Nat Underw 51:10 J1 17 '47

Casualty volume problem shows no prospect of relief; new financial responsibility laws to add more auto business. Nat Underw 51:19 Je 5 '47

Connecticut agents rap companies for stand on auto business; insurers have moral obligation to provide market. Nat Underw 51:1 Je 12 '47; East Underw 48:28 Je 13 '47

Control of auto line stressed at State Farm 25th anniversary rally. Nat Underw 51:19 Je 12 '47

Front line underwriting is key to market easing. R. J. Beech. Nat Underw 51:26-7 S 18 '47

Insurers turn down business. Bsns W p64-6 J1 26 '47

Keep controls off auto business. I. J. Maurer. Nat Underw 50:20 N 14 '46

Keystone folding has wide repercussions; rush for new protection. East Underw 48: 27+ J1 18 '47

Mutuals criticize new cars as loss ratio ruiners; study rate regulation, automobile prospects at Chicago meeting. Nat Underw 51:21+ Mr 27 '47

Policies canceled; auto-insurance companies start lopping off business. Bsns W p39-41 My 10 '47

Ray of hope is now visible in automobile field. Nat Underw 51:15 Ag 21 '47

Reasons for unsatisfactory underwriting results; address before Washington association of insurance agents. W. H. Brewster. Weekly Underw 157:313+ Ag 9 '47; Abstracts. East Underw 48:24+ Ag 8 '47; Nat Underw 51:18+ Ag 7 '47; Rough Notes 90: 18+ S '47

Rough Notes; special automobile issue. Il Rough Notes 90:15-23+ Mr '47

Significant developments in auto liability insurance. A. E. Spottke. Nat Underw 50th anniv no:224 1947

INSURANCE, Automobile—Continued

Sizes up auto insurance situation. W. H. Brewster. East Underw 48:30+ F 14 '47

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Insurance, Motor truck
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Accounting

Automobile statistical plan of Independent Insurers. V. Lemmon. Weekly Underw 156:1415+ My 24 '47

Adjustment of claims

Adjusters plagued by those high cost, shortage, front end blues; repair work problems. Nat Underw 51:21 Ap 24 '47

Assured's judgment creditor can recover only limit of policy though insurer negligent in failing to settle. Weekly Underw 157:579 S 6 '47

Auto claim men consider problem of fair new and used car values. East Underw 48:38 F 21 '47

Automatic cover clause construed; Hoffman vs. Illinois National Casualty. Nat Underw 51:30 F 20; 22 Mr 6 '47

Automobile decisions on insuring agreement, repairs and negligence. J. Simpson. East Underw 48:29 F 28 '47

Breach of cooperation clause not waived by insurer's defense of damage suit under reservation of rights. Weekly Underw 156:859 Mr 22 '47

Claim men declare war on gouging tow-car operators. Nat Underw 51:8 Ja 16 '47

Claimant loser in decision on Ohio responsibility law. Nat Underw 51:22 Ap 17 '47

Court favors plaintiff in car case; bases decision on loss of earnings. East Underw 48:22 J1 25 '47

Court finds for auto insurer on concealment question; Government employees insurance co. vs. Powell. Nat Underw 51:12 Mr 27 '47

Direct action against automobile insurer; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:30-1 N 28 '46

Direct action against liability insurer not barred by 82-day delay in giving notice of accident. Weekly Underw 156:987. Ap 5 '47

Federal court holds drive other cars primary coverage; American Automobile vs. Penn Mutual Indemnity. Nat Underw 51:17 Ap 17 '47

Fire in motor of automobile is held mechanical breakdown, not covered. East Underw 48:32 Je 13 '47

Fire mortgagee clause protection not applicable in collision case. East Underw 48:26 Ap 4 '47

Garage exception no defense in action on liability policy where borrowed servant rule found applicable. Weekly Underw 157:130 J1 12 '47

High court decides underwriting point held reason for automobile losses; breaking of defective latch a mechanical breakdown; Lunn v. Indiana lumbermens mutual insurance co. Weekly Underw 156:1694-5+ Je 21 '47

Hold mortgagee relief not applicable to collision; Texas statute. Nat Underw 51:15 Ja 16 '47

Illinois supreme court holds permissive user must cooperate to same extent as named insured. Nat Underw 50:15D D 12 '46

Insurer recovers from assured who failed to start subrogation action. East Underw 48:20 Ag 15 '47

Mechanical breakdown is held as proximate cause; Lunn, etc. vs. Indiana Lumbermen's Mutual. Nat Underw 51:15 My 22 '47

Mechanical breakdown under comprehensive coverage; Lunn v. Indiana lumbermens mutual insurance co. J. L. Roesch. Spectator (Property ed) 13:10-11+ J1 24 '47

Medical witnesses bear watching. O. T. Toebaas. Nat Underw 51:16A S 25 '47

Motor damage not covered by comprehensive policy. Nat Underw 51:3 J1 10 '47

Mutual claim men attack auto problems in grass roots style at Chicago. W. Dressel and others. Nat Underw 51:9-10 Je 26 '47

NAIC condemns knock for knock plan to reduce subrogation suits. East Underw 48:32 Je 13 '47

New way of handling collision line. W. Keller. Nat Underw 51:6 O 16 '47

Notice to insurer; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:10-11+ Ap 24 '47

Omnibus coverage; employees' use of vehicle; State farm mutual automobile insurance company v. Cook. J. L. Roesch. Spectator (Property ed) 13:50+ O 9 '47

Option to repair gives assured no choice. Nat Underw 50:32 N 14 '46

Regular use, not purpose of specific trip, determines coverage under automobile collision policy. Weekly Underw 156:187 Ja 11 '47

Release preventing exercise of subrogation rights entitles collision insurer to recover amount paid insured. Weekly Underw 157:459 Ag 23 '47

Repair costs must be less than market diminution. East Underw 48:15 Ag 8 '47

Replacement provision in automobile policy; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:10-11 My 22 '47

Right to a declaratory judgment; multiplicity of suits; American indemnity company v. Hale. J. L. Roesch. Spectator (Property ed) 13:10-11+ S 25 '47

Rights of mortgagee bank in auto collision case defined by court. East Underw 48:26 S 5 '47

Separate exception from comprehensive coverage of loss due to mechanical or electrical breakdown not ambiguous; Hemel v. State farm mutual automobile insurance company. Weekly Underw 156:1251 My 3 '47

Son not member of father's household during term of military service. Weekly Underw 155:1219 N 16 '46

Subrogation, split causes of action; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:30-1 F 27 '47

Transfer of car by parking lot operator not use within exception of liability policy. Weekly Underw 155:1381 D 7 '46

Two insurers share equally in auto fire loss following a collision; Colonial fire underwriters branch of National fire of Hartford v. Utica Mutual. East Underw 48:28 Je 27 '47; Weekly Underw 156:1779 Je 28 '47

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Agency management

Errors lower profits; suggestions to eliminate policywriting errors. B. E. Wortman. Rough Notes 90:30+ Mr '47

Agents

Agent must pay insurer's loss in delayed report. Nat Underw 51:24 Ja 23 '47

Concrete plan for agents to stem adverse auto experience. East Underw 48:40 Mr 7 '47

Experience test upheld; Pennsylvania agents win victory on auto dealers licensing. Nat Underw 51:1 Ja 16 '47; East Underw 48:17 Ja 17 '47

Licensing of motor car men as agents one of topics at Kentucky agents Louisville meeting. Weekly Underw 156:1466 My 31 '47

Ohio judge holds invalid rules barring auto dealers as agents; Motors insurance corporation case. East Underw 48:20 Ja 10 '47; Nat Underw 51:3 Ja 9 '47; Weekly Underw 156:145+ Ja 11 '47

Selection by agent key to automobile success in future. M. Stockton. Nat Underw 51:11 Je 5 '47

Tennessee appeal court upholds license refusal to Motors agent. East Underw 47:23 D 27 '46; Weekly Underw 156:5+ Ja 4 '47

Test year for automobile. J. W. Randall. Rough Notes 90:15-16 Mr '47

This salesmen's contest is paying its own way; trip to convention in Los Angeles offered by Farmers automobile inter-insurance exchange. L. Nordgren. Il Ptr Ink 219:46+ Je 6 '47

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Commissions

Auto commission question gets oblique approach; N.A.U.A. sheds jurisdiction but sets 25 per cent factor in rating formula. Nat Underw 51:1+ O 23 '47
NAUA approves 25 per cent top limit for local agents' commissions. East Underw 48:34 O 24 '47

Assigned risks

Assigned risk auto plan now effective in Missouri. O. G. Jackson. Weekly Underw 156:698 Mr 8 '47
Assigned risk plan used in 29 states. Nat Underw 51:20 Ag 14 '47
Assigned risk plans forming in some states; dumped Keystone business leads to requests in several states. Nat Underw 51:11 Jl 31 '47
Auto assigned risk plan is being perfected in Missouri. Nat Underw 50:24 D 26 '46; Weekly Underw 155:1557 D 28 '46
Automobile assigned risk plan; how it operates in Kentucky. L. Y. Johnson. East Underw 48:40+ Mr 21; 36+ Ap 18 '47
Canadian committee advises adjustments in assigned risk plan. East Underw 48:28 Ag 22 '47
Fleet risk assignments are on equitable basis; situation following collapse of Keystone Mutual Casualty. Nat Underw 51:17 Jl 17 '47
Hodges appeals to companies on auto acceptances; North Carolina car owners unable to get coverage due to their race or color. East Underw 48:26 Ag 1 '47
Illinois auto assigned risk plan is booming. Nat Underw 51:33 S 18 '47
Keystone debacle puts to test assigned risk plans. Nat Underw 51:17 Jl 10 '47

Cancellation

Cancellation of automobile policies; legal decisions. Rough Notes 90:61-2 Je '47
Denial of receipt insufficient to overcome otherwise uncontradicted proof of mailing of cancellation notice. Weekly Underw 156:1054 Ap 12 '47
Insurer wins cancellation issue; State Farm Mutual vs. Sharp. Nat Underw 51:20 F 13 '47
Insurer's unsuccessful efforts to induce insured to continue policy does not vitiate proper notice of cancellation. Weekly Underw 156:789 Mr 15 '47
Must address cancellation notice precisely as shown in policy contract. Nat Underw 51:28 F 20 '47

Classification of risks

Simplified classifications. B. McLean. Rough Notes 90:40-1 My '47

Dealers' policies

N.A.U.A. proclaims auto floor plan form and rates. Nat Underw 51:1+ Ja 23 '47; Same abr. East Underw 48:25 Ja 31 '47
Wholesale floor plan endorsement. Rough Notes 90:77 Mr '47

Finance

Auto underwriters report huge gains in premium income for first half year. East Underw 48:1+ Jl 11 '47
Automobile casualty experience, 1944-1946; tabulation. Spectator (Property ed) 12:30 Je 26 '47
Automobile premiums and losses of stock casualty, reciprocal, mutual, Lloyds and stock full cover companies, 1946 and comparisons; tabulation. Nat Underw (Auto & aviation no) 51:18-19, 21-4 Ap 18 '47
Automobile premiums and losses of stock fire companies in 1946 and 1945; tabulation. Nat Underw (Auto & aviation no) 51:16+ Ap 18 '47
Automobile premiums of fire and stock casualty companies, 1943-1946. East Underw 48:33-4, 36-8, 40-4, 46 Ap 25 '47
Experience of New York companies shows how car writing went adverse. Weekly Underw 156:1700 Je 21 '47

Motor vehicle production and loss record for all stock fire companies, 1940-1946; tabulation. Spectator (Property ed) 13:40 O 9 '47

1946 automobile results of mutual fire companies and comparison with 1945; tabulation. Nat Underw (Auto & aviation no) 51:12 Ap 18 '47

Ranking of company groups in point of auto premiums, 1945 and 1946. Nat Underw (Auto & aviation no) 51:10-11 Ap 18 '47
Sad story of '46 auto line; tabulation by company. Nat Underw 51:13 Je 19 '47

Financed automobiles

Aim to curb auto dealers; several states other than New York trying to limit insurance activities of car sellers. East Underw 48:30 Ap 18 '47
Auto dealers' broker firms violating law in covering financed cars, N.Y. attorney general holds. East Underw 48:22+ Mr 28 '47; Same cond. Nat Underw 51:13 Mr 27 '47; Same cond. Weekly Underw 156:873 Mr 29 '47
Auto payment contracts cause Texas complaints. Weekly Underw 156:618 Mr 1 '47; Same abr. East Underw 48:28 F 28 '47
Bank-agent auto plan runs against problems. C. J. Schoen. Weekly Underw 157:965 O 18 '47
Dewey signs favorite broker bill; guarantees owner or purchaser of encumbered real and personal property right to place insurance with agent or broker of his own choice. East Underw 48:24 Mr 28 '47; Nat Underw 51:27 Mr 20 '47; Weekly Underw 156:812 Mr 22 '47
Dineen proposes new financed car ruling. East Underw 48:22 Ja 31 '47; Same cond. Nat Underw 51:17 Ja 30 '47; Same cond. Nat Underw (Life ed) 51:11 Ja 31 '47
Eastern agents weigh competition of General motors insurance cos. East Underw 48:26 O 17 '47
Loan sharks in Texas organize auto carriers. Weekly Underw 156:1468 My 31 '47
New N.Y. regulations safeguarding financed automobile policyholders. East Underw 48:22 Ap 25 '47
New York ruling on financed autos now effective. Nat Underw 51:26 Ap 24 '47
Plan that produces; bank and agent plan. C. J. Schoen. Rough Notes 90:22+ Mr '47
Undesirable financed car practices combatted in Missouri. Weekly Underw 155:1192 N 16 '46
Urges New York producers to support bank-agent plan. C. G. Hallowell. Weekly Underw 156:1286+ My 10 '47; Excerpt. Nat Underw 51:6a My 8 '47

Financial responsibility laws

Accident report system revised; companies cooperate with New York Motor vehicle bureau to aid public. Weekly Underw 157:435 Ag 23 '47; Same. East Underw 48:25 Ag 22 '47; Same cond. Nat Underw 51:7 Ag 21 '47
Auto crash echo; 41 states consider financial responsibility laws and compulsory motor vehicle insurance. Bsns W p30+ Ap 26 '47
Claimant loser in decision on Ohio responsibility law. Nat Underw 51:22 Ap 17 '47
Impasse in Massachusetts; Harrington asks company aid in compulsory rate tangle. Nat Underw 51:19 O 23 '47
Iowa responsibility law. H. F. Neu. Nat Underw 51:25 S 18 '47
Motorists must insure in five Canada provinces. Weekly Underw 157:702 S 20 '47
New auto accident reporting form; New York revision should reduce trouble. Nat Underw 51:13 Jl 31 '47
New type of safety responsibility; emphasis on preparedness before accident occurs. A. E. Spotke. East Underw 48:37 F 23 '47
New Washington for-hire car license law in effect. Nat Underw 51:20 Je 19 '47
North Carolina legislature has financial responsibility bill. Weekly Underw 156:260 Ja 25 '47
Praises new auto law procedure in New York. C. J. Fletcher. East Underw 48:23 Ag 29 '47
Require 20/20 limits for Connecticut certified risks. Nat Underw 51:23 S 4 '47

INSURANCE, Automobile—Financial responsibility laws—*Continued*
 Responsibility law score now is 18 states.
 Nat Underw 51:24 My 8 '47
 Seize uninsured cars in accidents in British Columbia. Nat Underw 51:23 Ag 21 '47
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Fleet coverage

Business increasing for auto fleet renting firms. Nat Underw 51:19 Jl 10 '47
 Fleet risk assignments are on equitable basis; situation following collapse of Keystone Mutual Casualty. Nat Underw 51:17 Jl 17 '47
 Fleets may be rented or leased; insurance angles. Nat Underw 51:4 My 1 '47
 Preparing auto fleet policies. J. Rainwater. Rough Notes 90:26 S '47
 Taxicab tie-up; Pennsylvania closes Keystone Mutual. Bsns W p38+ Jl 19 '47
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Garage owners' and dealers' liability policies

Automobile garage liability policy. Rough Notes 90:61-2 Ag '47
 Broad cover available for garage risks. Spectator (Property ed) 12:34-5+ Ja 9 '47
 Garage keeper's liability; must produce all evidence available in order to relieve himself of liability for auto fire. East Underw 48:22 S 5 '47
 Look askance at garage risks; producers are finding the line a tough one to place today. Nat Underw 51:15 Mr 27 '47
 New Illinois law affecting garage keepers causes insurance problems. Nat Underw 51:21 O 2 '47

History

First automobile policy, 1898. Nat Underw 50th anniv no:72 1947
 Troubles of insuring early autos. T. Jones. Nat Underw 50th anniv no:162+ 1947

Losses

Automobile loss for 1946 estimated at \$150 million. Nat Underw 51:29 F 20 '47
 Company survey shows young driver big loss hazard. Nat Underw 51:18 Ja 2 '47
 No claim cost relief in sight; lack of figures on auto losses hampers rate rise. W. H. Brewster. Nat Underw 51:19 F 13 '47
 Surveys pin down causes for higher accident frequency. R. W. Dick. Nat Underw 51:17 F 20 '47

Policies

Allstate introduces illustrated auto policy. Nat Underw 51:24 My 8 '47; Weekly Underw 156:1332 My 17 '47
 Casualty's leading coverage; basic automobile bodily injury and property damage liability policy. R. Murray. Rough Notes 90:17-19+ Mr '47
 Comprehensive automobile liability policy; endorsements; partnership as named insured. Rough Notes 90:66 My '47
 Insuring hired cars. H. F. Gee. Rough Notes 90:18 Ap '47
 Insuring non-owned cars; non-ownership liability. H. F. Gee. Rough Notes 90:20+ Mr '47
 Language of the contract. L. Cartwright. Nat Underw 50th anniv no:200-2 1947
 Medical payments under auto policies. J. A. Kluwin. Weekly Underw 157:554 S 6 '47
 Omnibus clause. W. S. Drewry. Rough Notes 90:32+ Mr '47
 Reducing expenses; policy without description of car would save money. Nat Underw 51:12 Ap 24 '47
 Seven independents try new auto endorsement in Washington; statement as to use of automobile. Nat Underw 51:24 Ag 7 '47
 Terms and conditions of auto liability. Spectator (Property ed) 12:30-1 D 12 '46
 Views divided on value of A-1 auto risk endorsement. Nat Underw 51:27 S 11 '47
 Without regard to liability; automobile medical payments endorsement. J. B. Roberts. Rough Notes 89:23 D '46

Preventive work

Agents urged to act on automobile killings. G. T. Warfield, jr. Weekly Underw 157:435+ Ag 23 '47
 Asks industry to lead safety drive. C. W. Seabury. East Underw 48:36 F 7 '47
 Conservation Bureau lists ten publications on driver education material for schools. East Underw 48:34 Je 6 '47
 Hartford 1947 ads are stoppers. Nat Underw 51:2 Ja 30 '47
 Insurers strike hard in safety crusade. B. Gartlan. Nat Underw (Auto & aviation no) 51:15+ Ap 18 '47
 Minnesota agents put emphasis on accident frequency reduction. East Underw 48:60 O 17 '47
 Nation's newspapers unite to start traffic accident reduction drive; Association of casualty and surety executives and President's highway safety conference sponsor program. East Underw 48:29+ My 2 '47
 Philadelphia Inquirer continues its campaign for highway safety; cooperation with Aetna Life affiliated companies. East Underw 48:26 Ag 22 '47
 Safety-minded insurance agents. W. L. Clapp. East Underw 48:3+ pt 2 Je 20 '47
 Safety opportunities; agents can help promote safe driving. D. S. Berry. Rough Notes 90:21+ Mr '47
 To support driver education; annual awards will be granted to states by National conservation bureau. Weekly Underw 157:894 O 11 '47; Same abr. East Underw 48:40 O 10 '47
 Travelers insurance co. prints motorists' quiz. East Underw 48:38 F 7 '47
 U.S.F. & G. prepares ad mats on traffic safety for use of agents. East Underw 48:25 Ag 29 '47

Prospects

\$1 per license number, by telephone; agent gets owners' names and other data from state's records; contacts new prospects by phone. T. Erbe. Rough Notes 90:40-3 Ap '47

Purchasing

Dewey signs favorite broker bill; guarantees owner or purchaser of encumbered real and personal property right to place insurance with agent or broker of his own choice. East Underw 48:24 Mr 28 '47; Nat Underw 51:27 Mr 20 '47; Weekly Underw 156:812 Mr 22 '47
 New Tennessee law covers agent selection; guarantees right of purchaser to designate insurer of automobile. Weekly Underw 156:1030 Ap 12 '47

Rates

Auto B.I. and P.D. rates higher in 27 states. East Underw 48:39+ F 21 '47; Nat Underw 51:17+ F 20; Correction. 51:19 Mr 6 '47; Spectator (Property ed) 12:27+ F 27 '47; Weekly Underw 156:543 F 22 '47
 Auto casualty rate making. A. E. Spottke. East Underw 48:29+ S 26 '47
 Auto changes in Kansas. Nat Underw 50:15 D 5 '46
 Auto liability rates advanced in Tennessee. Weekly Underw 156:1696 Je 21 '47
 Auto liability tariffs go up in four states. Weekly Underw 156:893 Mr 29 '47; Excerpt. Nat Underw 51:22 Mr 27 '47
 Auto rates cut 10 per cent in Alberta province. East Underw 48:25 Jl 4 '47
 Auto rates follow increased car values. West Coast producers told. East Underw 48:24 Je 27 '47
 Auto rates rise in Canada. East Underw 47:33 D 27 '46
 Automobile physical damage rate making. W. D. Hall. East Underw 48:22-3 O 3 '47
 Bureau man tells Wisconsin group reason for raise. W. H. Brewster. Nat Underw 51:32 Ap 3 '47
 Canadian survey shows auto rate rise justified. Nat Underw 50:32 N 14 '46
 Causes of auto rate increase; address before Vermont agents. W. H. Brewster. East Underw 48:29+ My 30 '47
 Illinois automobile liability rates up. Spectator (Property ed) 12:18 Mr 27 '47

INSURANCE, Automobile—Rates—Continued

Impasse in Massachusetts; Harrington asks company aid in compulsory rate tangle. Nat Underw 51:19 O 23 '47

Increased auto rates effective in Kentucky. East Underw 48:41 Mr 7 '47

Maryland auto B.I. and P.D. rates substantially higher. East Underw 48:24 Jl 4 '47

Massachusetts compulsory liability rates increased 6%. Nat Underw 50:19 N 14 '46

Massachusetts compulsory rates for 1948 go up 4 per cent. Nat Underw 51:23 O 9 '47

Motor-car damage rates up in thirty-four states. Weekly Underw 156:1139 Ap 26 '47; Same. East Underw 48:20 Ap 25 '47

N.A.U.A. files increased auto rates in New York. Nat Underw 51:3 F 20 '47

National bureau justifies auto rate jump in Illinois. East Underw 48:43 Mr 21 '47

New York rates up for passenger cars. Weekly Underw 156:1553 Je 7 '47; Nat Underw 51:19 Je 5 '47; East Underw 48:33+ Je 6 '47

North Carolina auto rates up; cites cost factors. W. P. Hodges. Nat Underw 51:5 Ag 21 '47

Public liability, property damage hike through in Virginia despite opposition. Nat Underw 50:28 N 21 '46

Quebec automobile rates given general increase. Weekly Underw 156:280 Ja 25 '47

Rate consideration for non-drinking drivers; Seattle insurance exchange. Weekly Underw 156:1024 Ap 12 '47

Rips auto rate raises. L. J. Kavanaugh. Nat Underw 51:12 S 18 '47

Texas auto rate, rule adjustments effective May 1. Nat Underw 51:19 Ap 24 '47

Travelers urges agents to be sure clients know why auto rates rise. East Underw 48:34 Ap 4 '47

Why automobile insurance costs have risen; with charts. Spectator (Property ed) 13:21 Ag 21 '47

Why did the rates rise? W. H. Brewster. Rough Notes 90:23+ Mr '47

Win Kansas auto rate increase without court battle. Nat Underw 51:15 Ja 2 '47

Fleet rates

Change rating formula; conference companies file with Washington insurance department. Weekly Underw 155:1306 N 30 '46

New Texas fleet plan. Nat Underw 51:32 Ja 16 '47

Risks

Car rental firms multiply; insurers are wary. Nat Underw 51:17 Jl 10 '47

Development of mobile stores gives agents and underwriters food for thought. Nat Underw 50:6 N 21 '46

Watch class rating of autos; companies checking closely to see that there are not too many A-1s. Nat Underw 50:22 N 21 '46

What automobile insurance underwriters say; report on survey on accident causes by Hooper-Holmes bureau. V. W. Forkel. East Underw 48:45+ Ap 25 '47

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Statistics

Automobile premiums of fire and stock casualty companies, 1943-1946. East Underw 48:33-4, 36-8, 40-4, 46 Ap 25 '47

Number of suits outstanding per \$100,000 of earned premiums; total second period liability (including automobile) business, Dec. 31, 1946 and comparisons for other periods; tabulation by company. Spectator (Property ed) 13:24 O 9 '47

Theft claims

Damage to auto from joy riding is not covered under theft clause. East Underw 48:35 O 10 '47

Loan receipt taken on settlement of claim entitles theft insurer to maintain suit in name of insured. Weekly Underw 157:715 S 20 '47

Lock your car campaign urged by auto squad chief. G. Brown. Nat Underw 51:3 Mr 20 '47

Operating car without owner's consent not automatically theft. East Underw 47:31 D 6 '46

Parting with auto to prospective buyer held not theft under policy. East Underw 47:26 D 20 '46

Theft or joy-ride, felony or misdemeanor as evidence shows; California case of people v. Brown. East Underw 47:78 D 13 '46

Valuation of property

Court rules on fixing car value before loss. East Underw 48:32 Mr 7 '47

Canada

Canadians reminded how motor car claims develop. A. L. Ham. Weekly Underw 156:1412 My 24 '47

Great Britain

British auto experience parallels that of U.S. Nat Underw 51:10 Jl 17 '47

Massachusetts

Bay State allows 50% hike in auto death awards. Nat Underw 51:20 Ja 16 '47

New York (state)

Association of casualty & surety executives calls auto cover security fund creeping socialism. Nat Underw 51:22 Mr 6 '47

Automobile security fund idea; editorial. Nat Underw 51:14 F 20 '47

Dewey approves auto security fund bill. East Underw 48:34 Ap 18 '47; Nat Underw 51:21 Ap 17 '47; Weekly Underw 156:1091 Ap 19 '47

Dineen asks auto B.I. and P.D. security fund. Nat Underw 51:17+ F 20 '47; East Underw 48:39 F 21 '47

Enact auto security fund bill. Nat Underw 51:23 Mr 20 '47; East Underw 48:39 Mr 21 '47

Executives assn. to oppose auto security fund. J. D. Dorsett. East Underw 48:30 F 28 '47; Same abr. Weekly Underw 156:585 Mr 1 '47

Motor security fund plea. R. E. Dineen. East Underw 48:39 Mr 14 '47

New York lawyers rap security fund measure. Weekly Underw 156:931 Ap 5 '47

Socialism in motor security bill; case against proposal of New York insurance department. R. Murphy. Weekly Underw 156:657+ Mr 8 '47; Abstract. East Underw 48:33 Mr 7 '47

Stock insurers hit N.Y. auto security fund; mutuals for it. Nat Underw 51:25+ Mr 13 '47

Saskatchewan

Fund's operations to be extended. Nat Underw 51:22 F 13 '47

Saskatchewan adds to auto insurance scope. O. W. Valteau. East Underw 48:38 Mr 7 '47

Texas

Texas agents aroused over auto situation. East Underw 48:27 My 23 '47

INSURANCE, Aviation

Aviation branch of the business, still young, looks to the future. K. Force. Nat Underw 50th anniv no:278-9 1947

Aviation groups exercised over anti-trust situation; excluded from state regulation. Nat Underw 51:23 O 9 '47

Aviation problems aired at mutual insurers' meet. T. L. Osborn; T. R. Cook. Nat Underw 51:7 My 15 '47

Aviation record in 1946 is dark. R. B. Mitchell. Nat Underw (Auto & aviation no) 51:13+ Ap 18 '47

Blame lack of manpower for air cover difficulty. Nat Underw 51:20 F 20 '47

Bright future ahead; air cover premiums may hit \$120 millions in 1955. J. R. Graham. Nat Underw 51:28 My 1 '47

Claims head tells insurance position in aviation losses; liability towards passengers; discusses West Virginia disaster. G. W. Orr. East Underw 48:1+ Je 27 '47

Gives views to House body. J. Lederer. Nat Underw 51:29 F 20 '47

Higher labor costs hit aircraft writing. E. C. Stone. Weekly Underw 156:73 Ja 4 '47

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How to sell aviation insurance. R. M. Chambers and others. Rough Notes 90:21-8+ J1 '47

Insurance problems of air expansion; fine year of progress during 1946. W. H. Rodda. Weekly Underw 156:30 Ja 4 '47

International association of insurance counsel reports on casualty, surety and aviation. East Underw 48:29 Ag 29 '47

Light plane market is fast disappearing. Nat Underw 51:4 Ja 2 '47

Losses make insurance companies leave personal plane market. S. Altschul. Aviation W 47:18 O 6 '47

Mutual aircraft writers becoming more selective, insist on safety precautions; abstracts. W. H. Rodda. Weekly Underw 155:1199 N 16 '46; Nat Underw 50:3 N 14 '46

Reporting aircraft forms. Rough Notes 90:50-1 Mr '47

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How agents can help on aviation adjustments. W. J. E. Webber. Rough Notes 90:26-7 J1 '47

Lapses in aviation laws. J. J. Goldberg; D. L. Corbin. Nat Underw 51:32 S 25 '47

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Aviation accident claims good sales arguments. B. Klemm. Weekly Underw 157:498 Ag 30 '47

Aviation underwriting, from producers' viewpoint, reviewed at NAAIA annual meeting. Weekly Underw 157:1002 O 18 '47

Building aviation business. B. H. Roos. Rough Notes 90:42-3 Ag '47

Companies look to agents to select profitable aviation risks. J. Lederer. East Underw 47:57+ D 13 '46

I say pilot-salesmen should sell aviation insurance. R. A. Latimer. Sales Management 57:87-8 N 20 '46

Learning to sell aviation. B. H. Lowy. Rough Notes 89:17 D '46

Finance

Aircraft experience for 1946; tabulation by company. Nat Underw 51:11 F 27; 11 Mr 13; 10 Mr 20; 2 Mr 27 '47

Board of aviation underwriters compiles 1946 experience tables. East Underw 48:34 S 19 '47

1946 experience of aviation insurers; New York insurance department tabulations; with comparisons for other years. Nat Underw 51:16B-16C S 25 '47

Losses

Air cover broadened but lawmakers probe crashes. Nat Underw 51:8 Ja 23 '47

Aviation accident statistics; tabulation. Nat Underw (Auto & aviation no) 51:3 Ap 18 '47

Hull loss ratio on new light planes 94%. East Underw 48:20 F 14 '47

Insured losses on two plane crashes exceed \$1 million; United airlines and Eastern airlines accidents. Nat Underw 51:19 Je 5 '47

Insurers getting headaches from small planes, too. Nat Underw 51:4 J1 24 '47

Losses on private planes soar as green pilots stunt. Nat Underw 51:32 F 20 '47

Northwest Airlines plane insured in Lloyds; loss is \$400,000; other losses. Nat Underw 51:10 Ja 9 '47

Pennsylvania Central crash in Virginia may cost \$1 million. Nat Underw 51:8 Je 19 '47

Reckless flyers causing \$1 million annual loss. Nat Underw 51:36 S 18 '47

Syrian crash loss put at \$900,000. Nat Underw 51:1 Je 26 '47

Three crash losses are blow to plane insurers. Nat Underw 51:1 Ja 2 '47

USAIG and Associated covered plane crashes of United airlines and Eastern air lines. East Underw 48:33+ Je 6 '47

Policies

Aircraft hull policy. Rough Notes 90:61-2 Ja '47

All risk hull policy issued by Aero insurance underwriters. Rough Notes 90:61-2 J1 '47

Coverages and forms; aircraft hull insurance; aircraft liability insurance; USAIG contracts. Spectator. (Property ed) 12:8-9 My 8 '47

New hull and liability policies by USAIG. Weekly Underw 156:1160 Ap 26 '47; Nat Underw 51:31 My 8 '47

Non-ownership aircraft cover; U.S.A.U. adapts present liability policy to cover gap. Nat Underw 51:11 Ag 28 '47

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Top aviation management must always be convinced safety comes first. W. H. Rodda. Weekly Underw 157:905 O 11 '47

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Getting into aviation lines. Rough Notes 90:46 Ap '47

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Buyer gives views; asks U.S. market for peak lines; coinsurance relief. F. Wilson. Nat Underw 51:2 O 23 '47

Rates

Aero's new rates geared to risk's loss probability. Nat Underw 51:8 Ap 3 '47

Air writers announce general rate increase. Weekly Underw 157:232 J1 26 '47

Expect aircraft rates to increase in Canada; executive advocates uniform standard. East Underw 48:41 Mr 14 '47

North America companies announce new plan for rating aircraft hulls. East Underw 48:32 Mr 7 '47; Same. Spectator (Property ed) 12:43+ Mr 13 '47; Same. Weekly Underw 156:699 Mr 8 '47; Same cond. Nat Underw 51:4 Mr 6 '47

Rating bureaus

Organize rating bureau; two mutual aircraft organizations now amalgamated. Weekly Underw 155:1511 D 21 '46

Great Britain

Aviation and insurance. Economist 151:507 S 28 '46; Same. Weekly Underw 155:1508-9 D 21 '46

INSURANCE, Bailees' customers

Bailee's liability re-affirmed by New York Court of appeals; Klar case. East Underw 48:22 Ag 8 '47

Consolidation of suits by cleaner's customers for fire loss to property; Sutton carpet cleaners case. East Underw 48:24 J1 11 '47

Coverages and forms; bailees' customers policies. Spectator (Property ed) 12:8-9+ Ap 24 '47

Fire, inland marine agreement of guiding principles. W. R. Cunningham. Spectator (Property ed) 12:10-14+ Ja 23 '47; Same abr. East Underw 47:24 D 20; 26-7 D 27 '46; Same cond. Nat Underw 51:6+ Ja 2 '47

Improving the bailees' customers loss ratio. Rough Notes 90:34+ J1 '47

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Bicycle floaters. Rough Notes 90:44 Ag '47

INSURANCE, Boiler

Indirect boiler losses; opportunity for use and occupancy sale. A. N. Graves. Rough Notes 90:32 Ag '47

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INSURANCE, Bridge

Fire underwriting; bridges and tunnels. W. O. Lincoln. *Spectator* (Property ed) 12: 18+ Ap 24 '47
 Heavy bridge U. & O. claim filed due to floods. *Nat Underw* 51:3 Jl 24 '47
 Negotiates U. & O. claim; Madison, Ill. seeks \$1,200 for each day toll bridge was out of service in flood. *East Underw* 48:24 Ag 1 '47

INSURANCE, Builders' risk

Builders' risk. H. M. Failing and others. *Rough Notes* 90:21-6 F '47
 Builder's risk insurance now important line for producers. W. L. Reid. *East Underw* 48:25 Jl 18 '47
 Market for builders' risk insurance is expanding. *Spectator* (Property ed) 12:26-7 D 26 '46

INSURANCE, Building collapse (proposed)

Cincinnati building fall revives collapse insurance talk. *Nat Underw* 51:14 Mr 13; 3 Mr 20 '47

INSURANCE, Burglary

Bank burglary insurance. D. Quinn. *Weekly Underw* 156:230-2+, 412-16+ Ja 18, F 8 '47
 Burglary insurance trends. P. A. Laterza. *East Underw* 48:54 Ap 25 '47
 Burglary underwriters reviving their association. *East Underw* 47:31 N 22 '46
 Church burglary, robbery, theft and larceny policy. *Rough Notes* 90:62 Ja '47
 Federal court holds premium return unessential to policy cancellation. *East Underw* 47:28 N 29 '46
 Mercantile open stock burglary policy; storekeepers burglary and robbery policy. *Spectator* (Property ed) 12:30-1 Ja 23 '47
 Some evidence of improvement in burglary field. *Nat Underw* 51:28 Ap 3 '47
 Storekeepers' burglary and robbery policy. *Rough Notes* 89:65-6 N '46
 Storekeepers' burglary, theft and robbery policy. H. A. Houston and others. *il Rough Notes* 90:19-24 Ja '47

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Burglary claims question shows companies differ on alarm protected losses. *Nat Underw* 51:21 S 4 '47
 Failure to make timely proof of loss not waived by subsequent denial of liability on other grounds. *Weekly Underw* 156:917 Mr 29 '47
 Records insufficient to establish robbery claim; Calloyan vs. American Casualty. *Nat Underw* 51:15 Mr 27 '47; *Weekly Underw* 156:1173 Ap 26 '47

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New Washington burglary rates. *Nat Underw* 51:11 Ja 16 '47

INSURANCE, Burial

Michigan attorney general rules on burial contracts. *Nat Underw* (Life ed) 51:11 Ja 31 '47

INSURANCE, Business

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 Bring up negative angles early in business case. V. R. Milette. *Nat Underw* (Life ed) Daily ed 51:37-9+ S 12 '47
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INSURANCE, Casualty

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Insurance, Automobile

Insurance, Aviation

Insurance, Burglary

Insurance, Flood

Insurance, Hail

Insurance, Liability

Insurance, Money

Insurance, Motor truck

Insurance, Plate glass

Insurance, Power plant

Insurance, Surety

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Insurance, Theft

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Describes crime wave in detail; Newark detective explains relationship of police work and insurance. F. O'Neill. Nat Underw 51:26 Mr 13 '47

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Safety men continue to tackle the basic risk; Greater New York safety council meeting. W. F. Lund and others. Nat Underw 51:33 Ap 3 '47

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Stresses human relationships in safety work. M. F. Welsh. East Underw 48:37+ pt 2 Je 20 '47

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Battle lines drawn in Washington state on casualty bill; action in other states. Nat Underw 51:1+ F 13 '47

Brickbats fly in Indiana; Gallagher urges moderation; take Hoosier battle to public. Nat Underw 51:19+ F 6 '47

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Growth of rating organizations. J. J. Magrath. Nat Underw 50th anniv no:214-16 1947

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Record casualty reinsurance year. Nat Underw 50:17 D 26 '46

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Indiana

Brickbats fly in Indiana; Gallagher urges moderation; take Hoosier battle to public. Nat Underw 51:19+ F 6 '47

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Insurance, Social

INSURANCE, Contractors' equipment floater

Contractors' equipment. Rough Notes 90:48 Ap '47

Contractor's equipment floater. R. DeGray and others. Rough Notes 90:19-24 Je '47

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See Insurance, Manufacturers' and contractors' property damage liability

INSURANCE, Contractors' public liability

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INSURANCE, Cooperative

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Co-operative policy; twelve New York companies in Association combine to issue cover. Weekly Underw 155:1544 D 28 '46

Doctors and Wisconsin co-ops agree on sick care pattern. Nat Underw (Life ed) 51:20 My 23 '47

Five cooperative insurers now have central office in St Paul. Nat Underw 51:23 Ja 9 '47; Same. Nat Underw (Life ed) 51:11 Ja 10 '47

Sickness plans by cooperatives favored in Wisconsin bill. Weekly Underw 156:1392 My 24 '47

INSURANCE, Cotton

Fire packed cotton bales troubling underwriters. Nat Underw 51:19 JI 31 '47

Government crop insurance requirements for filing suit must be observed. East Underw 47:26 D 6 '46

Government's claim for fire loss on policy to CCC is sustained. East Underw 48:32 S 12 '47

Halt cotton loss payments claimed under Federal crop insurance corp. program. Nat Underw 51:17 Mr 20 '47

INSURANCE, Cotton—Continued

National buying undermines cotton export coverage. Nat Underw 51:2 Mr 13 '47
 Other insurance held by court to be cover only of same nature. East Underw 48:35 O 10 '47

Pool presses cotton men to segregate new bales; nationwide fight against cotton fires. Nat Underw 50:14 D 5 '46

Trucker's insurer must pay; shipper's insurer relieved; damage by fire to truck load of cotton. Nat Underw 51:5 F 27 '47

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Insurance, Automobile—Financed automobiles

INSURANCE, Depreciation

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Depreciation cover expounded for Pittsburgh buyers group. D. W. McStea. Nat Underw 51:3 Ja 2 '47

Depreciation insurance form. Rough Notes 90:62 Jl '47

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Endorsements issued by New York fire insurance exchange; depreciation; abstracts. E. C. Niver. East Underw 48:18+ Mr 21 '47; Nat Underw 51:2+ Mr 13 '47

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Insurance, Accident
 Insurance, Health
 Insurance, Life—
 Disability provisions

Insurance, Theatrical
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INSURANCE, Elevator

Elevator liability policy. Spectator (Property ed) 13:9 Ag 7 '47

INSURANCE, Employers' liability*See also*

Insurance, Workmen's compensation

Aviation risks

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Appraisals for insurance cover; not enough emphasis on securing adequate protection; proof of loss. R. D. Tebbetts. Weekly Underw 156:40-4 Ja 4 '47

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Fire insurance for merchants. J. D. Phelan and others. Rough Notes 90:19-24+ Ap '47

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Insurers turn down business. Bsns W p64-6 Jl 26 '47

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Pays tribute to fire companies. D. D. Eisenhower. Weekly Underw 156:1467 My 31 '47

Progress in fire public relations program reviewed; WUA report. East Underw 48:1+ Ap 18 '47

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Safer America goal of fire insurance; National Board address. F. A. Christensen. East Underw 48:1+ My 30 '47

Selling more insurance to value; sales kit prepared by Boston and Old colony insurance companies. East Underw 47:27 N 15 '46

Surge of business continues; brakes are ineffective. Nat Underw 51:5 Ap 10 '47

What will it cost to rebuild your property? expiring policies should be increased to cover today's values (cont). Rough Notes 90:30 Ja; 34 Ap; 32 Jl; 32 O '47

INSURANCE, Fire—Continued

What will it cost to replace your personal property today? expiring contents policies and personal property floaters should be increased to cover today's values. Rough Notes 90:43 F; 68 My; 31 Ag '47

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Insurance, Bridge Insurance, Marine
Insurance, Builders' Insurance, Use and
risk occupancy
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also Factory insurance association; Fire underwriters association of the Pacific; General adjustment bureau, inc.; Interstate underwriters board; National board of fire underwriters; New York fire insurance exchange; Western underwriters association

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Asks accurate statistics for rating; earned premiums, incurred losses should be basis for rates. J. R. Barry. East Underw 48:20+ S 19 '47

Fire company profit formulas studied by NAIC subcommittee. East Underw 47:1+ D 6 '46

Preliminary report on uniform accounting investigation issued to NAIC by New York insurance department. East Underw 47:62+ D 13 '46

To report N.Y. fire experience on revised standard classification. East Underw 47:35 N 15 '46

What is value of premium reserve if any? Nat Underw 51:27 S 18 '47

Adjustment of claims

Architect's fee must go to him if loss payment is increased to cover. Nat Underw 50:17 D 5 '46

Buyer describes settling department store loss. N. W. Bramley. Nat Underw 51:2 J 1 24 '47

Change of insured's name; legal ownership of marital property; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:30-1 D 26 '46

Commissioners protest agents' adjustments; agents deny practice of making adjustments without company knowledge is general. J. L. White and others. East Underw 48:20+ Je 6 '47

Companies take reins on Coast loss adjusting. D. B. Sherwood. Nat Underw 51:2 O 2 '47

Court enforces honesty clause in reporting form. Nat Underw 51:3 Mr 13 '47

Explains National Board's catastrophe plan. D. B. Sherwood. Nat Underw 51:6 Ap 3 '47

Fieldmen should control losses; let-down has occurred in handling of claims. J. A. North. East Underw 48:15 J 1 25 '47; Same cond. Nat Underw 51:3 J 1 24 '47

F.C.A.B. new monthly news letter treats disputed points. Nat Underw 51:4 F 6 '47

Helping the merchant adjust his loss. W. J. E. Webber. Rough Notes 90:22+ Ap '47

Hold adjusting loss commits company to pay insured; Farley et al vs. Security of New Haven. Nat Underw 51:2 J 1 3 '47

Honesty clause useless? filing after fire cures incorrect report; decision of Pennsylvania supreme court. Nat Underw 51:30b My 8 '47

How agents can help adjust fire losses. H. W. Rutledge. Rough Notes 90:17-18+ My '47

How catastrophe service of National Board swung into Texas action. Weekly Underw 156:1465+ My 31 '47

Inventory of goods requirement held waived by Maryland court; Taubman v. Allied fire insurance co. of Utica. East Underw 48:21 Ag 8 '47

Lack of trained men adjustment problem. G. B. Raine. Weekly Underw 157:14 J 1 6 '47

Modern adjustment. Nat Underw 50th anniv no:164-5 1947

Need for top men to act on adjusting reform. G. M. Blum. Nat Underw 51:2+ Ag 21 '47; Discussion. 51:11 S 4 '47

New York decision causes concern as to subrogation rights; Alexandria restaurant vs. New Hampshire Fire. D. Ticktin. Nat Underw 51:1 J 1 17 '47

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Repairs permitted by fire policy; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:38-40 Mr 27 '47

Sale of land only held not to be violation of ownership provisions. East Underw 48:23 J 1 18 '47

Seattle companies get verdict in subrogation action; defendants had created hazard by violating ordinance. Weekly Underw 156:1333 My 17 '47

Strong W.U.A. report made; urge insurers to hold loss handling reins. Nat Underw 51:1+ S 18 '47

Subrogation and soft hearts; editorial. Nat Underw 51:10 F 27 '47; Discussion. 51:3 Ap 17 '47

Timeliness of suit on fire policy; digest of recent cases. J. L. Roesch. Spectator (Property ed) 12:34-6 Ja 23 '47

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Winecoff insurers are joined in damage suits. Nat Underw 51:1 F 6 '47

Wisconsin Supreme court rules on total loss under fire policy; time limit for suit. East Underw 48:36 F 21 '47

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Great Baltimore fire facts to be broadcast on National Board program. East Underw 48:18 Ja 24 '47

Historic fires and stage stars in new Sunday radio thriller of National Board. Spectator (Property ed) 12:32 N 14 '46

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Cincinnati fire underwriters association abolishes sole agency qualification rule; code system described. Nat Underw 51:12 Ap 24 '47

Emphasizes agents' duty to cooperate with rate revisions. W. F. Martineau. East Underw 48:20+ Je 27 '47; Excerpts. Nat Underw 51:3; Editorial comment. 14 Je 26 '47

Field expense percentage is down, dollar cost up. Nat Underw 51:6 Ap 24 '47

Four panels on fire insurance cover many problems at New York suburban agents meeting. Nat Underw 51:18 Ap 24 '47

How agents can help adjust fire losses. H. W. Rutledge. Rough Notes 90:17-18+ My '47

Sales opportunities in the field of fire insurance. F. S. Dauwalter. Weekly Underw 156:1534-5+ Je 7 '47

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Baltimore insures all its property. Nat Underw 50:2 N 28 '46

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Ponder insurable values, coinsurance, and depreciation; buyers hear vital problems discussed at N.Y. parley. Nat Underw 50:14+ D 5 '46

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Adjuster gives hints to examiners at Chicago. R. M. Beatty. Nat Underw 50:3 N 28 '46

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New Jersey group hears of fire hazards. F. P. O. Potter. Nat Underw 51:4+ My 1 '47

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Tackle problem of cover for Chicago Negro area. Nat Underw 51:2 Ag 28 '47

There's practically nothing here to burn, generally is fallacious. D. F. Lewis. East Underw 48:23 Ag 1 '47

To assist Parkinson; industry tackles problem of covering Chicago risks. Nat Underw 51:3 Je 26 '47

Underwriting losses call for higher rates, better selection. C. D. Minor. Nat Underw 51:9 My 1 '47

Urges pooling of talents to renovate poor risks. C. T. Hubbard. Nat Underw 51:2 Mr 27 '47

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Erie school policies held void; coverage exceeded charter power. East Underw 48:22 Ap 4 '47; Nat Underw 51:39 Ap 3 '47

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Increase cover on Michigan state-owned liquor stocks. Nat Underw 51:10 Mr 27 '47

Talmadge authorizes state property cover. Weekly Underw 156:738 Mr 15 '47

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Ranking of leading stock fire companies in 1946; admitted assets; net premiums written; with comparisons, 1937-1945. Nat Underw 51:1+ Mr 13 '47

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Huge surplus of tobacco; Kentucky reports indicate drop in insurance values. East Underw 48:24 Ja 3 '47

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Appraisal has only current force, U.S. court holds; coinsurance clause penalty; Friel vs. National Liberty. Nat Underw 51:2 Je 19 '47

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Downward trend is setting in, in whisky market. Nat Underw 51:3 Ja 2 '47

Many whiskey risks now over-insured due to fall in prices. East Underw 48:22 Je 27 '47

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Solution to insurance problem up to distillers. Nat Underw 50:15a D 12 '46

Suggest improved protection for whisky warehouses to get more insurance; installing CO₂ gas protection. Nat Underw 51:10 Ap 3 '47

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Whisky warehouse insurance problem defies solution; value of carbon dioxide equipment not tested. Nat Underw 51:2 J1 31 '47

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Canada fire income shows 17% increase in 1946; losses also higher. East Underw 48:1+ Mr 21 '47

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Self-insurance idea condemned in report on school coverage in Alberta. East Underw 48:1+ F 28 '47

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Much turmoil in Chicago fire insurance arena; North America's rate deviation has profound effect on business. Nat Underw 51:3+ O 23 '47

To assist Parkinson; industry tackles problem of covering Chicago risks. Nat Underw 51:3 Je 26 '47

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Michigan charges violations; dept. warns fire insurers not to use consequential loss, and work and materials clauses on dwelling risks. East Underw 48:24 F 14 '47

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Minnesota agents solve mortgage situation; cancellation of existing insurance on mortgaged property to be eliminated. East Underw 48:20 Ap 4 '47

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Anti-trust victory in McKittrick quo warranto action in Missouri. Nat Underw 51:1+ Ja 9 '47

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Missouri metes out drastic punishment in rate violation; revokes licenses of General Manufacturers; cites agents to prosecutors. Nat Underw 51:1+ F 13 '47

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Dineen seeks protective law on insurance price fixing; legality of practices of New York fire insurance exchange weighed. Weekly Underw 156:447+ F 15 '47; Same abr. East Underw 48:20+ F 14 '47

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Loss of fire credits leading Houston topic; cost to property owners figured at \$200,000 annually. Weekly Underw 156:531 F 22 '47

Slow adjusting task saves \$340,000 premiums; Dallas policyholders will get credit. Weekly Underw 156:590 Mr 1 '47

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How flood insurance is provided in Switzerland. Nat Underw 51:14D+ S 4 '47

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Surety claims involving forgery. S. Maurice. Weekly Underw 156:841-3+, 899-901+ Mr 22-29 '47

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INSURANCE, Fur

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INSURANCE, Garage owners'. See Insurance, Automobile—Garage owners' and dealers' liability policies

INSURANCE, Grain elevator

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Minneapolis grain elevator fire loss is \$2,400,000. Nat Underw 50:2 D 26 '46

Second Minneapolis grain elevator fire to cost \$1,750,000. Nat Underw 51:1 Ja 2 '47

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All signs indicate this is the time to sell group. Nat Underw (Life ed) 51:1 O 24 '47

Contribution of group insurance to American family solidarity. W. J. Graham, Weekly Underw 156:52-6 sec 2 My 10 '47

Group coverage and hospital insurance. H. R. Gordon, Weekly Underw 156:627 Mr 1 '47

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Wide acceptance of group insurance. E. C. McDonald, East Underw 48:40+ pt 2 O 3 '47

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ployees' insurance zation

Employees' insurance

Agents' benefits; NALU committee lists companies with pensions, group, service fees. Nat Underw (Life ed) 51:7 Je 6 '47

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Ballplayers' group and annuities; program adopted by Major leagues; coverage furnished by Equitable Society. A. B. Chandler. East Underw 48:12 Ap 11 '47

Baseball pensions. Bsns W p24+ S 27 '47

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Group coverage trend during 1946 toward complete programs. A. M. McCarthy. East Underw 47:1+ D 27 '46

Group insurance has outstanding year; some of important cases written in 1946. East Underw 47:48 D 13 '46

Group insurance program covers 30,000 workers of Aluminum company of America. Weekly Underw 157:291 Ag 2 '47

Group permanent method. D. N. Wartens. East Underw 47:8 D 6 '46

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Hotel union may take Malone into court; decision is extended. Nat Underw 51:21 Mr 27 '47; Same. Nat Underw (Life ed) 51:18 Mr 28 '47

Malone bars Pittsburgh hotel-union proposal; holds agreement illegal. East Underw 48:35+ Mr 28 '47; Same cond. Nat Underw 51:29 Mr 20 '47; Same cond. Nat Underw (Life ed) 51:18-19 Mr 21 '47

Manhattan Life workers get free life and hospital insurance. Weekly Underw 157:117 Jl 12 '47

No rest for group men; Taft-Hartley deadline climaxed busiest summer for employe covers. Nat Underw (Life ed) 51:1 Ag 29 '47

Pittsburgh hotels revise their group setup. Nat Underw 51:35 Ap 3 '47; Same. Nat Underw (Life ed) 51:13 Ap 4 '47

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Seery & Henry write group on Yale & Towne. East Underw 48:4 Ag 22 '47

Standard Oil of Indiana liberalizes group annuities with Equitable Society. Nat Underw (Life ed) 51:3 S 5 '47

Steel group policy now in force thirty years; American rolling mill co. Weekly Underw 156:420 F 8 '47

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Aetna writes United Nations group; covers members of UN staff. East Underw 48:10 Ap 25 '47

Chicago survey of agents' affairs wins local association approval; group insurance comments. East Underw 48:1+ Mr 7 '47

Figures deceptive; uncertainties serve to tighten up group market. Nat Underw (Life ed) 51:6 Je 13 '47

Group coverages at level premium; actuary outlines attractions and experience of such plans. D. A. Wartens. Nat Underw (Life ed) 51:9 My 16 '47; Same cond. East Underw 48:5 My 16 '47

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 Insurance, Hospitalization Medical service—
 Insurance, Medical Group and pre-payment plans
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Doctors war against California compulsory bill. S. L. McClendon. Nat Underw 51:23 F 27 '47; Same. Nat Underw (Life ed) 51:15 F 28 '47

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Cash sickness bill in N.J. stirs A. & H. men. S. Jacobi. East Underw 48:28+ Ja 17 '47
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Rhode Island

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Massachusetts Blue cross running in red \$2 million a year. Nat Underw 51:29+ S 18 '47; Weekly Underw 157:703 S 20 '47

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Saginaw Hospital withdraws from Michigan Blue cross. Nat Underw 50:24 N 14 '46; Same. Nat Underw (Life ed) 50:15 N 15 '46

Saginaw Hospital's plan results in controversy in Michigan. Nat Underw 51:28 Ag 7 '47

Takes issue with Blue Cross statement that Rhode Island medical society plan will operate at much greater expense than as part of Blue cross. R. A. Derosier. Weekly Underw 156:970 Ap 5 '47

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Texas Governor proclaims hospital insurance week; heeds protest against naming Blue Cross day. Nat Underw 51:22 Ap 10 '47; Same. Nat Underw (Life ed) 51:10 Ap 11 '47

Urge doctors and Blue cross to bury hatchet at Milwaukee meeting. G. M. Lull and others. Nat Underw 51:32 My 1 '47; Same. Nat Underw (Life ed) 51:8 My 2 '47

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Adjustment of claims

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See Insurance, Fire—Improvements and betterments policies**INSURANCE, Industrial**

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Continental Casualty issues new polio policy. East Underw 48:30 Ag 8 '47

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In buyer's interest; inland marine underwriting has been inventive and progressive. A. W. Barthelmes. Nat Underw 50th anniv no:286-7 1947

New aspects of inland marine insurance. G. Nixon. Nat Underw 51:5 O 2 '47

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Insurance, Bailees' customers	Insurance, Motor truck contents
Insurance, Contractors' equipment floater	Insurance, Registered mail
Insurance, Fur customers	Insurance, Tourist baggage

also Inland marine claims association

Adjustment of claims

Casualty, inland marine agreement of guiding principles (1945); losses involving residence and outside theft insurance versus personal effects floaters. W. R. Cunningham. Spectator (Property ed) 12:9-10+ Mr 13 '47

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Floor plan insurance. G. W. Nixon. Rough Notes 90:26+ Je '47

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Celebrate centenary of postage stamps; exhibition at International show in New York. W. Hay. II Weekly Underw 156:1470-1 My 31 '47

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Holds national experience proper for rating inland marine. H. L. Wayne. East Underw 48:28 S 26 '47; Abstract. Nat Underw 51:19A S 18 '47

Opposes uniform inland marine conditions. W. H. Rodda. Nat Underw 51:9 S 18 '47

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Insurance, Malpractice liability

Insurance, Manufacturers' and contractors' property damage liability

Insurance, Manufacturers' public liability

Insurance, Morticians' liability

Insurance, Motor bus

Insurance, Motor truck

Insurance, Owners', landlords' and tenants' public liability

Insurance, Products liability

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Insurance, Workmen's compensation

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Aetna Life's regionnaires, western conference, Lake Tahoe. East Underw 48:3 Je 27 '47

Continental Assurance regional Pyramid club convention, Atlantic City, Sept. 11-12. East Underw 48:3+ S 19 '47

Getting back to work is stressed at Boston association of life underwriters sales congress. Nat Underw (Life ed) 51:9 Mr 28 '47

Important ideas advanced at Chicago sales congress. P. B. Hobbs and others. Nat Underw (Life ed) 51:1 My 2 '47

Jamison & Phelps agency holds annual sales congress. Nat Underw (Life ed) 51:14 Ja 17 '47

John Hancock's agents' association convention, Ottawa, Canada. East Underw 48:3+ S 5 '47; Nat Underw (Life ed) 51:6+ S 5 '47

Many sales tips at Peoria congress. Nat Underw (Life ed) 51:19 Mr 28 '47

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N.A.L.U. sales congress at Milwaukee. Nat Underw (Life ed) 51:3+ Mr 21 '47

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Northwestern Mutual's eastern regional meeting, New York. East Underw 48:3 Ja 10 '47; Nat Underw (Life ed) 51:3+ Ja 10 '47

Oklahoma life underwriters association annual sales congress, Oklahoma City. Nat Underw (Life ed) 51:3 F 7 '47

Provident Mutual regional meeting, French Lick Springs, Indiana. East Underw 48:4 S 5 '47; Nat Underw (Life ed) 51:10+ S 5 '47

Provident Mutual round table at Palm Beach. East Underw 48:17 Mr 28 '47; Nat Underw (Life ed) 51:3+ Mr 28 '47; Weekly Underw 156:912+ Mr 29 '47

Sales skit main feature of Cleveland congress. Nat Underw (Life ed) 51:12 F 28 '47

State Mutual Life victory conference, Hot Springs, Va. East Underw 47:3-5+ N 29 '46

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Chicago canvass indicates recruiting torrent has slowed down to a trickle. Nat Underw (Life ed) 50:9+ N 15 '46

Drop in life insurance agent recruiting noted by survey; high turnover persists. Weekly Underw 156:702 Mr 8 '47

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Ideal agency recruit. H. R. Smith. Nat Underw (Life ed) 51:16 Je 20 '47

L.I.A.M.A. survey shows current recruiting off 7%. Nat Underw (Life ed) 51:1 S 12 '47

L.I.A.M.A. to keep five year tab on recruits. Nat Underw (Life ed) 51:8 Mr 14 '47

Metropolitan refines selection; pursue research on tests to predict success. Nat Underw (Life ed) 50:2 D 20 '46

New York managers find many good men are available. Nat Underw (Life ed) 51:26 S 5 '47

Program of long-range objectives recruiting aid. C. W. Campbell. Nat Underw (Life ed) 51:5 Ag 1 '47

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Tests of agents are resumed by Life insurance agency management assn. Nat Underw (Life ed) 51:2 F 21 '47

What agents need today. R. E. Myer. East Underw 47:15 N 10 '46

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American insurance agents started programming in 1832. J. O. Stalson. East Underw 48:30 pt 2 O 3 '47

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Agency training. H. W. Persons. East Underw 48:11 My 16 '47

Commonwealth Life adopts army's standard operating procedure. B. N. Woodson. Nat Underw (Life ed) 50:8 N 15 '46

Company training programs. H. P. Graven-gard. Nat Underw (Life ed) 51:9 Ja 31 '47

Counsels managers to create personal objectives for agents. W. W. Hartshorn. Nat Underw (Life ed) 50:2 N 29 '46

How T.W.I. works successfully in agency practice. R. E. Murphy. Nat Underw (Life ed) 50:10 N 15 '46

Institute survey bares need for employee training. R. D. Kip. Nat Underw (Life ed) 51:1+ S 5 '47

Intermediate trainer; Zalinski named director of joint institutional plan. Nat Underw (Life ed) 51:8 Mr 14 '47

Joint field work keystone of Metropolitan's program. K. H. Kreder. Nat Underw (Life ed) 51:10 F 14 '47

Managers more dubious on vet training subsidy. Nat Underw (Life ed) 51:18 Jl 4 '47

Manager's part in training. G. J. Spahn. Life Ins Courant 52:46-50+ F '47; Excerpts. East Underw 47:7 N 15 '46; Abstract. Nat Underw (Life ed) 50:22 N 15 '46

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Northwestern Mutual Life starts series of new career schools. il East Underw 48:18 F 21 '47; Nat Underw (Life ed) 51:4 F 28 '47

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Training program. W. W. Hartshorn. East Underw 48:10-11 My 16 '47

Training the new man. R.N. Lewis. Spectator (Life ed) 154:28-30 F '47

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Enjoys meeting strangers. J. M. Frank. Weekly Underw 157:345 Ag 9 '47

Four applications a week for 12 years. Muriel F. Briggs record. Nat Underw (Life ed) 51:5 Ag 1 '47

Life selling has become a profession for women. E. M. Putnam. Nat Underw 50th anniv no:229-30 1947

Million dollar writer's widow finds it stimulating to sell. E. V. Levy. East Underw 48:4+ Je 13 '47

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Women find it easy to write men. M. Divver. East Underw 48:68-9+ pt 2 O 3 '47

Women's quarter million table now totals 78. East Underw 48:15 Je 27 '47; Nat Underw (Life ed) 51:3 Je 27 '47

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Life agents given greater leeway in California pension cases. Nat Underw (Life ed) 51:5 O 10 '47

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Applicants declined and accepted in 1946. Weekly Underw 156:10 sec 2 My 10 '47

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Appeals court defines aeronautic flight; Raymond Clapper case. East Underw 47:11 D 6 '46

Appraises aviation risks. C. F. Harris. East Underw 47:16 N 29 '46

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Fatality record still good; air crashes haven't changed underwriting attitude. Nat Underw (Life ed) 51:3 Ja 31 '47

Incontestability clause doesn't bar defense that death in airplane crash not covered by life policy. Weekly Underw 156:1309 My 10 '47

Insurer by invoking aviation rider does not contest but insists upon policy; Rossman v. Metropolitan Life. Weekly Underw 157:406 Ag 16 '47

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New York Supreme court holds unsigned unattached rider is ineffective; Blatz et al. vs. Travelers. Nat Underw (Life ed) 51:8 Ap 18 '47

Overseas air travel insurance better. Aviation N 7:33 My 12 '47

Pacific Mutual aviation rules. Nat Underw (Life ed) 51:7 Ap 25 '47

Penn Mutual aviation underwriting rules revised. Life Ins Courant 51:558 D '46

Prudential eases double indemnity clause; to cover all air passengers. East Underw 48:9 Ja 17 '47; Nat Underw (Life ed) 51:19 Ja 17 '47; Nat Underw 51:26 Ja 16 '47; Weekly Underw 156:229 Ja 18 '47

Restriction of coverage in aviation rider not conflicting with Delaware statutory incontestable clause. Weekly Underw 155:1466 D 14 '46

Slight improvement in airline pilot fatality rate. J. E. Hoskins. Nat Underw 51:24 My 15 '47; Same. Nat Underw (Life ed) 51:6 My 16 '47

Standard insurance now common in air travel. Bsns W p76+ My 24 '47

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We have with us today; some interesting personalities in the life insurance business; their careers and backgrounds. pors East Underw 47:10-11+ D 13 '46

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Cancellation

Concealment of heart attack suffered prior to delivery of life policy ground for cancellation. Weekly Underw 156:1379 My 17 '47

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Institute notes smaller juvenile percentage in 1946. Nat Underw (Life ed) 51:9 F 28 '47

Juvenile experience. R. S. Rust. East Underw 48:3 My 30 '47

Juvenile life sales increase during 1946. East Underw 48:16 Mr 14 '47

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Return of premium juvenile form seems doomed. Nat Underw (Life ed) 51:9 Je 20 '47

See swing to juvenile contracts with full benefit at age one. Nat Underw (Life ed) 51:2 Jl 11 '47

When your energy runs low, it's time to concentrate on juvenile insurance. R. W. McWilliams. Spectator (Life ed) 154:26-7+ F '47

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Cost of retirement; payments for income at 65 and cost of income at 65; with tabulations by company. Life Ins Courant 52:418-20 O '47

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Rising costs due to low interest. W. T. Grant. East Underw 48:9 Jl 4 '47

20-year histories; dividends actually paid on life policies issued in 1927; average yearly payments; net costs. Life Ins Courant 52:330-3 Ag '47

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Annuity reserve strengthening; with tabulation by company showing 1946 figures for annuities, disability and double indemnity. Nat Underw (Life ed) 51:2+ Mr 14 '47

50 years of disability coverage. E. Ullrich. Nat Underw 50th anniv no:230-1 1947

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Renewal option not lost by disability payments. Nat Underw (Life ed) 50:7 D 6 '46

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Accident or suicide question for jury where insured found dead from carbon monoxide in garage. Weekly Underw 156:299 Ja 25 '47

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American thrift builds security. D. L. Clarke. Spectator (Life ed) 154:16-17 Ja '47; Same abr. Weekly Underw 156:116 Ja 4 '47

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Farmers good life insurance prospects. E. P. Connolly. Weekly Underw 156:497 F 15 '47; Same cond. East Underw 47:3 D 6 '46
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Maturity brings greater burdens; fidelity and surety lines have steadily offered more for less. C. R. Miller. Nat Underw 50th anniv no:78 1947

Judicial bonds

Judicial bond production builds prestige and is remunerative. G. H. Burnett. East Underw 48:28 Ag 1 '47

Liquor bonds

Reduce 3.2% beer bond rate in Missouri. Nat Underw 51:30 Ap 24 '47

Losses

Another fidelity loss through phony invoices; Pyle-national company of Chicago. Nat Underw 51:21+ Ap 17 '47

Another large bonding loss develops in New York; Wall Street customers' man charged with taking \$100,000 in 13 years. Nat Underw 51:21 My 22 '47

Illinois aid bureau man is held as embezzler. Nat Underw 51:13 Ag 28 '47

Lloyds is insurer; Walgreen company embezzlement loss may be \$100,000. Nat Underw 51:17 Je 26 '47

\$96,000 pulp magazine loss is uninsured. Nat Underw 51:13 Ja 30 '47

No surety loss in New Castle embezzlement. Nat Underw 51:15 Ja 23 '47

\$142,000 bank loss lies undetected for eleven years; Bristol, Conn., case. Nat Underw 51:19 Ag 14 '47

Pool salvage operations in Mergenthaler case. Nat Underw 51:28 Ap 3 '47

Repair bill padding costs St Louis bank \$95,000. Nat Underw 51:23 Mr 20 '47

Rising loss ratios in fidelity line of concern. East Underw 48:27+ S 5 '47

Story of Wm. T. Knott co. defalcation. R. T. Wood. East Underw 48:37 Mr 28 '47

Union, with \$43,000 shortage, has \$2,000 cover. Nat Underw 51:19 JI 17 '47

United States Fidelity and Guaranty pays \$108,000 bank loss nine hours after confession. Nat Underw 51:19+ Je 19 '47

Yearly dishonesty losses now put at \$500,-000,000. C. R. Sweet. Weekly Underw 157:227 JI 26 '47

Policies

Don't forget to add dishonesty protection; DDD policy. W. J. Nichols. Rough Notes 90:22-3 Ag '47

Extend scope of 3-D policy; open stock cover now optional. Nat Underw 51:16 JI 24 '47

For small loan companies; standard form 26. Rough Notes 90:51 Je '47

Losses covered under 3D that are not insured under limited forms. M. Smith. Nat Underw 51:14 Mr 27 '47

3 D policy. M. J. Hally. Weekly Underw 156:719-21 Mr 8 '47

Preventive work

Prevention of fidelity and crime losses. C. A. Sullivan. Management R 36:227-9 Ap '47

Program to combat loss trend in fidelity, surety; National Surety tackles problem; W. L. Flynn placed in charge. Nat Underw 51:21 Ap 10 '47

Public officials bonds

Termination of surety's liability under public official bonds. C. W. Kuhn. Weekly Underw 156:1760-2 Je 28 '47

Purchasing

How buyer should appraise fidelity needs; abstracts. C. R. Sweet. Nat Underw 51:18 F 20 '47; Weekly Underw 156:549 F 22 '47

Rates

C. & S. regulatory bills pass in twelve states. East Underw 48:39+ Mr 21 '47

Improve fidelity manual setup, slash rates. R. F. Steinke. Nat Underw 51:29 S 18 '47

Sullivan revokes Hobbs order; settles Kansas rate issue. Nat Underw 51:13 Ja 30 '47

INSURANCE, Surety and fidelity—Continued**Study and teaching**

Bond courses big need; Aetna educational head gives tips at Ohio State conference. A. E. Redding. Nat Underw 51:31 Mr 20 '47

Texas

Texas O.K.'s Towner Bureau rates and riders. Nat Underw 51:23 Ag 7 '47

INSURANCE, Surgical expense

Continental's surgical-medical contract possesses attractive features. Weekly Underw 157:839 O 4 '47

Rhode Island doctors name committee to study surgical care benefits. Weekly Underw 156:700 Mr 8 '47

Rhode Island surgical and obstetrical plan. Nat Underw 51:28 O 2 '47; Nat Underw (Life ed) 51:2 O 3 '47; East Underw 48:30 O 3 '47

INSURANCE, Taxicab

Constructive notice insufficient for cancellation of policy issued pursuant to New Jersey taxi cab act. Weekly Underw 156:1717 Je 21 '47

Keystone failure upsets taxi service in Michigan and Ohio communities. Spectator (Property ed) 13:31 Ji 24 '47

INSURANCE, Teams' public liability

Coverages and forms; teams liability policy. Spectator (Property ed) 13:9 Ag 21 '47

INSURANCE, Theatrical cast

Insure boy actor for \$3,000,000; Richard Tyler; coverage in Lloyd's; production itself insured in stock company. R. Rhodes. East Underw 47:12 D 27 '46; Discussion. 48:10 F 7 '47

Richard Tyler, boy actor, insured for \$3,000,000. P. A. McDonnell. Spectator (Life ed) 154:26+ Ja '47

INSURANCE, Theft

Burglary insurance trends; residence and outside theft. P. A. Laterza. East Underw 48:54 Ap 25 '47

Continue to debate mysterious disappearance in residence theft policy. Nat Underw 50:24 N 21 '46

Much residence theft at old rate. Nat Underw 51:17 O 2 '47

Mysterious disappearance losses only 13% of total. Nat Underw 51:15+ Ja 30 '47

Predicts poor residence theft showing till 1949. J. J. Iago. Nat Underw 50:26+ D 5 '46

Residence theft forms need more cover to value. J. J. Iago. Nat Underw 51:18+ Ji 10 '47

See also

Insurance, Automobile—Theft claims
Insurance, Burglary
Insurance, Paymaster robbery

Adjustment of claims

Casualty, inland marine agreement of guiding principles (1945); losses involving residence and outside theft insurance versus personal effects floaters. W. R. Cunningham. Spectator (Property ed) 12:9-10+ Mr 13 '47

First mysterious disappearance case reported; North Carolina decision. Nat Underw 51:17+ Ja 16 '47

Theft question for jury despite presumption created by proof of mysterious disappearance. Weekly Underw 156:435 F 8 '47

INSURANCE, Title

United nations gets title insurance commission on policy to protect world capital site. East Underw 48:50 Ap 25 '47

INSURANCE, Tobacco. See Insurance, Agricultural; Insurance, Fire—Tobacco risks**INSURANCE, Tornado**

Florida senators propose federal storm insurance. Nat Underw 51:2 O 2 '47

Revise conception of maximum width of tornado. Nat Underw 51:19 My 8 '47

Storm warning applicants for hurricane coverage; practices that have developed. W. Hay. Weekly Underw 157:804-5 O 4 '47

Adjustment of claims

Assureds win cases involving damage by water and windstorms. East Underw 48:29 F 28 '47

Companies refuse to pay architect fee, water damage losses; hurricane unites stock, mutual against local Gulf Coast concepts. Nat Underw 51:3, 32 O 23 '47

Court holds wind, and not waves, caused damage to house on shore. East Underw 48:27 Ja 31 '47

Mere agreement to sell is held sole ownership clause violation. East Underw 47:26 N 15 '46

Recovers under wind policy for New Jersey 1944 loss; Marks vs. Lumbermen's. Nat Underw 51:2 Ja 2 '47

Require 60 days to clear claims from Oklahoma-Texas tornado. Nat Underw 51:20 Ap 24 '47

Wind or collapse? wind wins. Travelers loses. Nat Underw 50:9 D 19 '46

Wind, rather than weight of snow, held to have caused fall of roof. East Underw 48:25 Ap 4 '47

Losses

Arkansas tornado damage \$150,000; sudden twister hit rural areas mainly. Nat Underw 51:3 Je 5 '47

Farm insurers deluged with wind losses. Nat Underw 51:17 My 1 '47

Insured loss in storm may reach \$15 million. Nat Underw 51:2+ S 25 '47

\$9,700,000 Panhandle twister. Weekly Underw 156:1517+ Je 7 '47

Peg hurricane loss at \$24 million; 65,000 claim total. Nat Underw 51:17 O 9 '47

Texas-Oklahoma blow may cost insurers \$3 million. Nat Underw 51:1+ Ap 17 '47

Tornado, winds cause heavy loss in Arkansas and Tennessee. Nat Underw 51:6 My 8 '47

Rates

Study undertaken to zone Texas for windstorm rates. Nat Underw 51:30 Ja 16 '47

INSURANCE, Tourist baggage

Carrier's liability for baggage. H. S. Daynard. Weekly Underw 156:538+ F 22 '47; Same abr. East Underw 48:38 F 21 '47

INSURANCE, Tuition fees

How Michael H. Levy of New York has created a market in private camp insurance. East Underw 48:30+ pt 2 Je 20 '47

Kids is dynamite; summer-camp tuition payment refund insurance. Fortune 36:120 Ji '47

Tuition fees insurance. Rough Notes 90:36 Ap '47

INSURANCE, Turkey

Turkey brooder losses heaviest in years. Weekly Underw 156:1131 Ap 26 '47

Turkey loss ratio low. East Underw 47:22 N 22 '46

INSURANCE, Unemployment

Plugs use of job cover funds for disability plans; Social security administration lauds California, R. I. procedures. Nat Underw (Life ed) 51:2 F 7 '47

Social security board advises state temporary disability insurance coordinated with unemployment compensation. East Underw 48:34+ F 28 '47; Abstract. Nat Underw 51:14 F 27 '47; Same. Nat Underw (Life ed) 51:6 F 28 '47

Unemployment tax cut plan opposed; Howell bill to amend Crosser law. Ry Age 123:113+ Ji 19 '47

Use of job cover funds for disability programs. Nat Underw 51:23 Ja 23 '47

Rates

Merit ratings for utilities; proposals to reduce unemployment compensation tax rates to reward maintenance of stable employment. B. Jones. Pub Util 39:364-7 Mr 13 '47

California**Disability benefits**

Analyzes California unemployment disability statute. E. H. O'Connor. East Underw 47:33 D 6 '46

California disability law now operative. East Underw 47:34 D 6 '46

Disability insurance in California. T. H. Muggford. Personnel J 25:222-7 Ja '47

Disability law fears fail to materialize. E. H. Neuschwander. Nat Underw 51:18 Ji 3 '47; Same. Nat Underw (Life ed) 51:4 Ji 4 '47

INSURANCE, Unemployment—California—Disability benefits—Continued

Facts of Monasch plan to comply with California disability act. Weekly Underw 155:1310 N 30 '46

More benefits added under California law. W. B. Cornett, East Underw 48:26 J1 11 '47

685 voluntary plans covering 94,000 employees filed under new law. Nat Underw (Life ed) 50:2+ D 13 '46; Same abr. Nat Underw 50:18+ D 12 '46

6,100 voluntary plans; record as of May 1 under California unemployment compensation disability act. East Underw 48:38 Je 13 '47

Unemployment/disability plan now in effect; insurance interests are striving to popularize voluntary route. Nat Underw 50:23+ D 5 '46; Same. Nat Underw (Life ed) 50:1+ D 6 '46

Michigan

Jobless pay barred; state court ruling on eligibility for unemployment compensation during a strike. Bsns W p78 Ag 9 '47

Nebraska**Disability benefits**

35,000 Nebraska railroad men under new plan; amendments to Railroad unemployment insurance act. Weekly Underw 156:1450 My 31 '47

Nevada**Disability benefits**

Nip threat to oust insurers from cash sickness field; inconspicuous bill vetoed, averting raids on unemployment reserve. Nat Underw 51:25+ Ap 3 '47; Same. Nat Underw (Life ed) 51:1 Ap 4 '47

New Jersey

Chamber of commerce will oppose nest egg for sickness cover; money should remain in unemployment compensation fund. Nat Underw 50:21 N 21 '46

Invitation to embezzle; New Jersey benefit plan hit as leading to sickness clubs. Nat Underw 50:18 D 5 '46; Same. Nat Underw (Life ed) 50:1 D 6 '46

Pennsylvania

Deny job cover in Pennsylvania to commission-compensated agents. Nat Underw (Life ed) 51:24 Ja 31 '47

United States

Idle by choice. Bsns W p88+ Ja 25 '47

Washington (state)

Washington agents outside of job cover law. Nat Underw 51:29 F 6 '47; Same. Nat Underw (Life ed) 51:6 F 7 '47

INSURANCE, Use and occupancy

Advocates quarterly check-up on U. & O. B. E. Kelley, East Underw 47:72 D 13 '46

Business interruption cover as valuable in lean as well as lush years. C. A. Snow, Weekly Underw 156:602-3+ Mr 1 '47; Abstract. Nat Underw 51:1+ F 20 '47; Same abr. East Underw 48:30+ F 21 '47

Business interruption form A (use and occupancy). Rough Notes 90:57-8 S '47

Business interruption insurance sales packet of Fireman's Fund. East Underw 48:22 O 24 '47

Closed for repairs; business interruption insurance affords security to manufacturers and merchants. W. H. Hackett, Spectator (Property ed) 12:10-12+ F 27 '47

Compares gross earnings form with other plans. A. J. Snow, Nat Underw 51:9 Ag 21 '47

Contingent U. & O. forms now published in West. Nat Underw 51:14 S 18 '47

Department stores basing U. & O. estimates on no volume rise. Nat Underw 51:6 Ap 24 '47

Drop weekly U.&O. forms in New England. Nat Underw 50:4 D 5 '46

Gross earnings for small merchants. C. T. Hubbard, il Rough Notes 90:19+ Ag '47

Gross earnings form strongly advocated; problems in the U.&O. field. H. C. Klein, East Underw 47:31+ S 13; 19-20 S 20 '46; Same cond. Nat Underw 50:5+ S 12 '46; Same cond. Rough Notes 90:15-16+ Ja '47

Gross earnings or contribution form; how to determine by chart the most advantageous business interruption form. F. P. O. Potter, Rough Notes 90:16-17 Ap '47

Indirect boiler losses; opportunity for use and occupancy sale. A. N. Graves, Rough Notes 90:32 Ag '47

Insurance buyers briefed on U.&O. B. M. Butler, Weekly Underw 155:1281+ N 30 '46

Limit contingent U.&O. at unnamed locations in New England. Nat Underw 51:11 Je 12 '47

Limit of liability in new adjustable U. & O. form argued. Nat Underw 51:3+ S 25 '47

Need analytical underwriting of U. & O. H. R. Thiemeyer, Nat Underw 51:4 Ja 23 '47

New reporting U. & O. form. Nat Underw 51:19A, 19B S 18 '47

Premium adjustment U. & O. endorsement; analysis of new contract. G. V. Whitford, Nat Underw 51:21-4 S 18 '47

Revise U. & O. forms in Minnesota. Nat Underw 51:2 F 13 '47

Rider listing hotel merchandise costs may solve U. & O. snarl; narrow definition has caused imposition of coinsurance penalties. Nat Underw 51:1 Mr 27 '47

U.&O. most fertile line for new business, new accounts. H. T. Lewis, Nat Underw 50:19 D 5 '46

U. & O. sales tips. G. V. Whitford, Nat Underw 51:30 Ap 3 '47

See also

Insurance, Bridge

Adjustment of claims

Court holds assignment of U.&O. policy invalid as to future loss. East Underw 48:23 J1 13 '47

N.Y. Supreme court decision on appraisal clause in U. & O. policy. East Underw 48:27 F 28 '47

Seek to forestall tangled litigation in Coast U.&O. loss; Pickering lumber company case. Nat Underw 51:3 J1 17 '47

U & O loss petition signed by 37 companies; Pickering lumber corporation case. Spectator (Property ed) 13:34-5 J1 24 '47

INSURANCE, Valuable papers

Destruction of records policy; credit bureau form. Rough Notes 90:57 S '47

Protection of records from fire vital to business concerns. Weekly Underw 157:88-9 J1 12 '47

Valuable papers policy. Rough Notes 90:69-70 Ap '47

INSURANCE, Vandalism. See Insurance, Fire—Policies—Extended coverage endorsements**INSURANCE, War risk****See also**

Insurance, Life—

War risks

Insurance, Marine

—War risks

Insurance, Military

and naval service

War damage corporation

Adjustment of claims

Ask recovery for cost of shipping by rail to dodge submarines during war. Nat Underw 50:21 D 5 '46

INSURANCE, Warehousemen's liability

Warehousemen's liability policy. Rough Notes 90:61 Je '47

INSURANCE, Water damage

Water damage prospects. Rough Notes 89:32+ D '46

INSURANCE, Weather. See Insurance, Hail; Insurance, Rain; Insurance, Tornado

INSURANCE, Windstorm. See Insurance, Tornado

INSURANCE, Workmen's compensation

Coal mine cover increased after Centralia loss. Nat Underw 51:21 Ap 10 '47

Liability of an insurer under the provisions of the standard compensation policy for employees illegally employed. J. F. Hynes, Nat Underw 51:20 O 2 '47

INSURANCE, Workmen's compensation—Cont.
 National Council's test payroll audit study continues; to study schedule P. East Underw 48:33 Je 13 '47
 Production control plan functions for Coal operators casualty co. East Underw 48:32 Jl 18 '47
 Seeds sown in past may bring harvest of trouble in future; compensation, never big profit maker, cannot now be carried by other lines. R. Tuchbreiter. Nat Underw 50th anniv no:172-4 1947
 Seven states now have compensation monopoly. F. Lang. Weekly Underw 157:387 Ag 16 '47
 Sounds alarm on compensation line. R. Tuchbreiter. Nat Underw 50:20 D 12 '46

See also

Employers' liability
 Workmen's compensation

Accounting

Compensation expense study is being shaped; many preliminary steps needed, National Council tells N.A.I.C. Nat Underw 50:17+ D 19 '46

Adjustment of claims

Evidence of claimant and wife sufficient to sustain award despite all medical testimony to contrary. Weekly Underw 156:571 F 22 '47

Heart ailment claims; compensation recovery ruled out by Michigan courts. Weekly Underw 155:1512 D 21 '46

Mere proof of assault by unknown assailant insufficient to show injury arose out of employment. Weekly Underw 157:61 Jl 5 '47

New York Appeals court compensation decision; holds company not liable when worker is injured at premises not named in policy. East Underw 48:27 Ag 22 '47; Same cond. Nat Underw 51:20 Ag 14 '47

U.S. Supreme court's ruling in compensation case; employee paid \$2 a day for transportation; killed riding on highway; widow's claim upheld. East Underw 48:38 Mr 14 '47

Workmen's compensation; additional award in another state; Industrial commission of Wisconsin et al. v. E. E. McCartin and Continental casualty company. J. L. Roesch. Spectator (Property ed) 13:10-11+ Ag 21 '47

Advertising

Advertising helps build insurance premium volume; Industrial indemnity company, San Francisco. T. G. McGuire. Ptr Ink 220:36-7 Ag 29 '47

Finance

Compensation insurance results for 1946-1947; New York insurance department aggregates of stock, mutual and reinsurance companies and state fund. Spectator (Property ed) 13:28 Jl 10 '47

Compensation record; N.Y. department studies results; with tabulation by company. Nat Underw 51:26 Je 26 '47

1944-1946 workmen's compensation aggregate results, country-wide and New York state; tabulation. East Underw 48:42 Je 27 '47

History

Beginnings and growth of workmen's compensation. W. Schobinger. Nat Underw 50th anniv no:148 1947

Industrial diseases

Dewey approves silicosis bill. East Underw 48:28 Ap 4 '47; Nat Underw 51:34 Ap 3 '47

1947 occupational disease legislation. T. C. Waters. Weekly Underw 157:228-30+ Jl 26 '47; Abstract. East Underw 48:28 Jl 18 '47

Tuberculosis in general hospitals from insurance company's viewpoint. B. E. Kuechle. East Underw 48:30 Jl 25 '47

Rates

Base rates on compensation insurance for construction, April 1, 1947. Eng N 138:639 Ap 17 '47

California compensation rates lowered. East Underw 47:35 D 6 '46
 Carey bans compensation rate plans for New Jersey. East Underw 48:35+ Ap 11 '47
 Compensation rates in Rhode Island low. Weekly Underw 156:759 Mr 15 '47
 5.5% cut in comp. rate level in New Jersey. East Underw 47:34 N 29 '46
 Limiting payrolls for compensation premium rating; report of National Council on compensation insurance. East Underw 47:98+ D 13 '46; Nat Underw 50:17+ D 12 '46
 Massachusetts compensation rates up 3.7%. East Underw 48:34 Ja 31 '47
 Michigan rates up ½%. Nat Underw 50:28 N 21 '46

New compensation rate schedule for Texas. Weekly Underw 157:419 Ag 23 '47; Same cond. Nat Underw 51:7 Ag 7 '47

N.J. commissioner vetoes Council plan; payroll limitation accomplishes little. East Underw 48:33 Ja 3 '47

New Jersey revision; compensation rates will be reduced 5.5%. Weekly Underw 156:1560 Je 7 '47; East Underw 48:36 Je 6 '47

New Texas comp. schedule; rate increase averages 2.6%. East Underw 47:35 D 27 '46; Same abr. Nat Underw 51:24 Ja 9 '47

New York rating board ruling; compensation rate lower for non-striking employees. East Underw 48:30 Ag 8 '47

North Carolina reduction ordered by Hodges. Nat Underw 51:33 S 18 '47

\$100 weekly compensation limitation in calculating premiums; summary of final action by states. Rough Notes 90:74 Mr '47

Report to National Council; abstracts. W. F. Roeber. East Underw 47:32+ D 6 '46; Weekly Underw 155:1333+ D 7 '46

Results of study of multiple injury accidents in Pennsylvania. G. B. Elliott. East Underw 47:31 D 20 '46

Retrospective plan

Here it is; all about (or nearly all about) plan D. Nat Underw 51:23 S 25 '47

New Jersey disapproves retrospective plan. Nat Underw 51:27 Ap 10 '47

Plan D proposal; optional interstate high-low scheme for all third party lines. C. J. Haugh. Nat Underw 51:29+ S 18 '47

Retrospective plan D to be filed shortly; applies to interstate risks. East Underw 48:37+ O 10 '47

Retrospective rating in operation; flexible procedures predicted for future. W. J. Heinrich. Weekly Underw 156:605-6+ Mr 1 '47; Abstracts. Nat Underw 51:30 F 20 '47; East Underw 48:40 F 21 '47

Risks

Physically handicapped termed safe workers. J. D. Dorsett. Weekly Underw 157:898 O 11 '47

Statistics

Number of suits outstanding per \$100,000 of earned premiums; total second period workmens compensation, Dec. 31, 1946 and comparisons for other periods; tabulation by company. Spectator (Property ed) 13:25 O 9 '47

California

Fight many California compensation increases. Nat Underw 51:19 My 15 '47

Connecticut

Connecticut agents say new rating law is losing them big compensation lines. Nat Underw 51:16 My 1 '47

Illinois

Illinois firm doubles compensation cover on employees; A. E. Staley manufacturing co. Nat Underw 51:32 My 1 '47

Massachusetts

Boston Elevated insurer denies state auditor charges; Transit Mutual case. E. E. Whiting. Nat Underw 51:26 Ap 24 '47

Insurer is problem in Boston elevated railway public ownership; fate of Transit Mutual. Nat Underw 51:17 Ap 17 '47

No company is prohibited from filing premiums other than those of Bureau. C. F. J. Harrington. East Underw 47:40 N 15 '46

INSURANCE, Workmen's compensation—Cont.

New York (state)

Appellate division decides variety of compensation cases. East Underw 47:38 N 22 '46

Compensation coverage for domestic workers; report to Compensation insurance rating board. H. D. Sayer. Weekly Underw 156:346 F 1 '47

Critical of insurance carriers. M. Donlon. East Underw 48:28 Ag 15 '47

Dewey signs compensation bill on executive officers; must be covered under act. East Underw 48:31 Ap 18 '47

Household help liability law sells coverage. Nat Underw 51:14 F 27 '47

Legislation on unclaimed workmen's compensation awards put off; N.Y. proposal put off under agreement with companies. Nat Underw 51:22 Ap 10 '47

Local agents dislike state fund activity. J. C. Stott. Weekly Underw 156:1284 My 10 '47

May now bracket compensation and comprehensive liability in N.Y. Nat Underw 50:22 N 14 '46

New rulings in New York on premium charges for executive officers approved. East Underw 48:26 Ag 29 '47

New York state group report on insurance. Sheet Metal Worker 38:124+ Ja '47

Reminds carriers of new N.Y. compensation law; covers executive officers of corporations; charitable and municipal officers by election. H. D. Sayer. East Underw 48:33 Je 6 '47

To write compensation for domestic workers in New York. H. D. Sayer. East Underw 47:39 N 15 '46; Same abr. Weekly Underw 155:1189 N 16 '46

Workmen's compensation measures introduced by Condon; provisions outlined. East Underw 48:39 Mr 7 '47

Pennsylvania

Probe alleged frauds in state fund. Nat Underw 51:20 Ag 14 '47

Results of study of multiple injury accidents in Pennsylvania. G. B. Elliott. East Underw 47:31 D 20 '46

Rhode Island

Minor children under eighteen years of age entitled to compensation for full statutory period. Weekly Underw 157:1078 O 25 '47

Wisconsin

Wisconsin Board prods insurers to speed compensation payments. H. A. Nelson. Nat Underw 51:6 S 4 '47

INSURANCE, Yacht. See Insurance, Motor boat

INSURANCE accountants association
Meeting, Atlantic City. Nat Underw 51:4+ O 16 '47

INSURANCE accounting and statistical association
Annual meeting, Chicago, May 15-17. East Underw 48:14, 32+ My 23 '47; Nat Underw 51:21+ My 22 '47; Nat Underw (Life ed) 51:3 My 23 '47

INSURANCE actuaries

Actuarial club of the Pacific, meeting, Arrowhead Springs, Calif. Nat Underw (Life ed) 50:6 D 6 '46

Actuarial club of the Pacific spring meeting. East Underw 48:11 JI 4 '47

Actuaries shouldn't fear anti-trust witch hunters. E. W. Marshall. Nat Underw (Life ed) 51:1+ My 9 '47; Excerpts. East Underw 48:1+ My 9 '47

Actuary; his role and historical origin. E. G. Fassel. Spectator (Life ed) 155:31+ JI '47

1896-1946; the actuarial view. P. Shepherd. Nat Underw 50th anniv no:237-41 1947

F. Stuart Brown is actuary for NAIA. por East Underw 48:42+ Mr 21 '47

See also

Actuarial society of America
Casualty actuarial society
American institute of actuaries

INSURANCE adjusters

Answers criticisms of independent adjuster. P. B. Reed. Nat Underw 51:4 JI 31 '47

Current questions that puzzle the loss men. Nat Underw 51:4 Ja 23 '47

Form new adjusting firm in Mexico city; Adjusters & surveyors, ltd. East Underw 48:16 JI 11 '47; Nat Underw 51:8 JI 10 '47; Weekly Underw 157:84 JI 12 '47

Increase in claims for 1947 seen; calls adjuster mirror reflecting company. R. W. Dick. Weekly Underw 156:548 F 22 '47

Lack of industrial statesmanship in insurance field; role of the claim adjuster. H. G. Helm. East Underw 48:44 S 12 '47

Public relations in action; claims man can be ideal adjuster and public relations man in one. H. G. Helm. East Underw 48:34 Ja 31 '47

Radio telephone in cars; Employers' group convinced that new facility will speed up claim settlement. East Underw 48:42 Mr 14 '47

Reed incorporates adjusting concern. East Underw 48:18 Ja 3 '47

Shortage in claim work trainees. Nat Underw 51:14 Mr 27 '47

See also National association of independent insurance adjusters

INSURANCE advertising conference

Annual meeting, West Dennis, Mass. Sept. 15-16. East Underw 48:1+ 21, 28 S 19 '47; Nat Underw 51:1+ S 18 '47; Spectator (Property ed) 13:26-8 S 25 '47; Weekly Underw 157:665+, 674+ S 20 '47

Spring meeting, New York, April 17. East Underw 48:47+ Ap 25 '47; Nat Underw 51:25 Ap 24 '47

INSURANCE agents

Agent today has twofold selling job. R. Wilkerson. East Underw 48:34 My 23 '47

Agents defiant to companies' move on local board rules; with text of I.E.A. letter. Nat Underw 51:1+ Ap 24 '47

Calls on agents to be alert to vital changes. W. W. Hamilton. East Underw 48:18 Ag 15 '47

Chicago insurance day panels. W. W. Hamilton and others. Nat Underw 51:1+ Ap 17 '47

Company representation; old style and new style. J. Rygel. Nat Underw 50th anniv no: 216-18 1947

Dayton educational conference provides variety. W. T. McWhorter and others. Nat Underw 51:8-9+ Ap 17 '47

Facts of sales competition. J. H. Egloff. Weekly Underw 156:348+ F 1 '47

Future of industry; local agent a dominant factor. G. T. Warfield, jr. East Underw 48:34 Ja 17 '47

Good business ethics; counsels taking objective view of insurance industry. F. C. Beazley. Nat Underw 51:1+ Ag 14 '47

Gordon MacKay, Travelers agent, also editor of Maine newspaper. East Underw 48:30 JI 11 '47

Green Bay, Wis., agents analyze relations with company fieldman. M. Abrams. East Underw 47:70 D 13 '46

Increasing insurance by telephone. W. W. Hargert. Rough Notes 90:34+ Ja '47

Joyce & co. of Chicago marks 50th anniversary. S. Welton. Nat Underw 51:18 Mr 13 '47

Let buyer beware not insurance sales idea. J. P. Gibbs. Weekly Underw 155:1294 N 30 '46

National Liberty manager using auto radio-telephone; Harold J. Samsel. Nat Underw 48:27 Mr 28 '47

Outlines proper rules for agents' associations; tells what may be illegal. M. M. Gorman. East Underw 48:20+ Je 20 '47; Abstract. Nat Underw 51:1 Je 19 '47

Principles salesmen can't neglect. F. W. Potter. Weekly Underw 157:589+ S 13 '47

Professional status treated at mutual agents' mid-year meeting. J. E. Larson; B. G. Sager. Nat Underw 51:13 Ap 3 '47

Public interest demands qualified agents; address before Oregon association of insurance agents. S. B. Thompson. Weekly Underw 157:469+ Ag 30 '47; Same abr. East Underw 48:15+ Ag 29 '47

INSURANCE agents—Continued

Smiles, surveys, congratulatory letters, all help sales. W. H. Roddy. East Underw 47:26 N 22 '46
 Tells Illinois field men what local agents want. C. H. Metzner. Nat Underw 51:3 Ja 30 '47
 Urges thorough study of small premium business by agents. O. S. Johnson. East Underw 48:32 Ap 11 '47

See also

Insurance brokers
 also subdivision Agents under various forms of insurance, e.g. Insurance, Industrial—Agents; Insurance, Life—Agents
 also American association of insurance general agents; National association of insurance agents

Accounting

Liability expense gradation. R. W. Howe; W. M. Sheldon. East Underw 48:27 O 17 '47
 New Dineen rules to govern fund mingling; applies to Section 125. East Underw 48:23+ Mr 14 '47
 Underwriting profit or loss and the effect of unearned premiums. V. L. Gallagher. Weekly Underw 156:1363-6 My 17 '47

Advertising

Advertising with pictures; Norman Hobart of Kansas City makes picture taking hobby a business asset. Rough Notes 89:21-2 D '46
 Comprehensive personal liability sold by direct mail and personal follow-up. W. H. Atkins. East Underw 48:38 Je 20 '47
 How this letter clicked; problem of underinsurance. W. D. Schlitz. Rough Notes 89:30 N '46
 How to build a mailing list. E. N. Mayer, jr. il Rough Notes 90:17-18+ Ag '47
 Local agency should weigh advertising media carefully. H. E. Taylor. Nat Underw 51:25 S 11 '47; Same. East Underw 48:18 S 5 '47
 Newspaper advertising valuable when properly used. E. S. Anderson. East Underw 47:29 N 22 '46
 Our agency house organ helps us build customers; Siegfried agency, Tulsa, Oklahoma. R. H. Siegfried. il Rough Notes 90:30-1 Ag '47
 Practical agency advertising. E. R. Hurd, jr. Rough Notes 90:20+ F '47
 Recommends direct mail as backbone of agency advertising. E. R. Hurd, jr. East Underw 48:28 Ag 29 '47
 Routine to newcomers; H. W. Bradshaw of Delphi, Ind. does it with three simple cards. il Rough Notes 90:25 Je '47
 Story of Detroit's stop and shop insurance agency. D. W. Frisbee. il Sales Management 57:62+ N 10 '46
 Toby succeeds Jerry on Bickel's annual greeting. Nat Underw (Life ed) 51:24 F 7 '47

Agency management

Fair sex to play important insurance role; part they fulfill in operation of successful office. J. C. Stott. Weekly Underw 156:1669+ Je 21 '47
 Green Sheet system for starting new solicitors. J. P. Murphy. Rough Notes 90:16-17+ S '47
 Honeymoon is over; let's return to work. W. H. Roddy. East Underw 48:27+ Jl 25 '47
 How agents may prepare for end of sellers' market in insurance. E. S. Whitcombe. East Underw 48:24 Ja 3 '47
 Insurance tools that may be used to increase both production and profit. O. Beling. Weekly Underw 156:534-5+ F 22 '47; Same abr. East Underw 48:28 Mr 7 '47
 Interests of local and general agents closely allied in insurance functioning. R. H. McLarry. Weekly Underw 156:1230 My 3 '47
 Local agency partnership arrangements. Rough Notes 90:36+ My '47
 Much of the success of any agency lies in cashier's hands. N. T. Carson. East Underw 48:21 O 10 '47
 New employees; training and supervision. A. V. Cain. Rough Notes 89:19-20 D '46

Office space shortage handicaps New York agencies. Nat Underw (Life ed) 51:22 S 5 '47

Organization of a successful agency; Hank Moran of Oklahoma City. J. R. Gregory. il diag Rough Notes 90:15-16+ Je '47
 Records for the small agency. H. W. Bradshaw. Rough Notes 89:23+ D '46
 Successful agency must take advantage of every opportunity offered. R. C. Larson. Weekly Underw 157:102 Jl 12 '47
 Tightening up is in order. G. T. Warfield. Nat Underw 51:6 Ag 14 '47
 Turning losses to profits; handling small policies; mailing by third class mail. Rough Notes 89:26 D '46

Costs

Actuaries analyze agency expenses. East Underw 48:11 O 10 '47
 Behind what's happening; character of business has changed for the agent; necessity of reducing costs the chief problem today. W. Petzer, jr. Nat Underw 50th anniv no: 98+ 1947
 NAIA big city agents' report. W. M. Sheldon. East Underw 48:20 O 24 '47

Agency managers

General agencies; bona fide use of system extends benefits of company organization to local region. H. C. Stebbins. Nat Underw 50th anniv no:166-7 1947

Agency system

General agencies; bona fide use of system extends benefits of company organization to local region. H. C. Stebbins. Nat Underw 50th anniv no:166-7 1947
 Wants study to disclose if group sales threaten to undermine agency system. C. J. Zimmerman. Weekly Underw 157:1071 O 25 '47; Same. Nat Underw (Life ed) 51:1 O 24 '47
 Who was the first agent operating in modern manner? Nat Underw 50th anniv no:169 1947

Agents' wives

Come, and bring the wife! D. Ross. Ptr Ink 220:92+ S 26 '47
 School for wives results in good prospects. East Underw 48:7 Mr 21 '47

Collecting of premiums

See Insurance—Premiums, Payment of

Commissions

Agent's compensation regulation in rating bills unthinkable. G. T. Warfield, jr. Weekly Underw 156:600+ Mr 1 '47; Same. East Underw 48:20 Mr 7 '47
 Assails Texas commission reductions. D. G. Foreman. Nat Underw 51:3 Ag 21 '47
 Big group moves to shave excepted city scale. Nat Underw 51:1 S 11 '47
 Brokers advocate new production cost program; plan would eliminate debatable commission distinction between brokers and agents. W. W. Clement. East Underw 48:27 S 5 '47
 Canadian agents may be caught in squeeze play on commissions. F. J. Jordan. East Underw 48:26 O 24 '47
 Chicago class I agents hold parley on commissions. Nat Underw 51:1+ O 2 '47
 Commission issue absorbing topic at W.U.A. parley; excepted cities situation. C. M. Cartwright. Nat Underw 51:1+ S 18 '47
 Commission question coming strongly to fore; excess arrangements being terminated. Nat Underw 51:1+ S 4 '47
 Commissions, equity rating fare well under model bills. D. A. Forbes. Nat Underw 51:1+ F 27 '47
 Texans claim five per cent extra on windstorm is earned. D. G. Foreman. Nat Underw 51:8 S 4 '47

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Company relations

Stresses aids to agents by companies, J. N. Cosgrove. East Underw 48:17 Ag 15 '47

Conventions

Alabama association of insurance agents annual convention, Mobile. Nat Underw 51:19D S 13 '47
 Arizona association of insurance agents annual meeting, Douglas. Nat Underw 50:19+ N 14 '46
 Arkansas association of insurance agents annual meeting, Hot Springs. Nat Underw 51:1+ My 22 '47
 Come, and bring the wife! D. Ross. Ptr Ink 220:92+ S 26 '47
 Far West agents conference, meeting, Oklahoma City, April 22. East Underw 48:26 My 2 '47
 Georgia association of insurance agents annual meeting, Savannah. Nat Underw 51:5+ Ag 14 '47
 Illinois association of insurance agents annual meeting, Springfield, Ill. Nat Underw 51:21+ S 18 '47
 Illinois fire underwriters association annual meeting, Wawasee, Ind. Nat Underw 51:11 Je 26 '47
 Iowa association of insurance agents annual meeting, Des Moines. Nat Underw 51:25 S 18 '47
 Louisiana association of insurance agents annual meeting, Alexandria. Nat Underw 51:6+ Ap 17 '47
 Maryland association of insurance agents annual convention, Baltimore. Nat Underw 50:1+ N 28 '46
 Michigan association of insurance agents annual convention, Mackinac Island. Nat Underw 51:23-5 S 11 '47
 Minnesota association of insurance agents annual meeting, Duluth. Nat Underw 51:3+ O 9 '47
 Minnesota underwriters association annual meeting, Brainerd. Nat Underw 51:4 Je 26 '47
 Mississippi association of insurance agents annual meeting, Biloxi. Nat Underw 51:1+ My 29 '47
 Missouri association of insurance agents annual meeting, St Louis. Nat Underw 51:2 O 9 '47
 Montana association of insurance agents annual meeting, Missoula. Nat Underw 51:7 Ag 21 '47
 New England associations of insurance agents meeting, Swampscott, Mass. Weekly Underw 156:1669+ Je 21 '47
 New Jersey association of insurance agents midyear meeting, Asbury Park, May 7-8. East Underw 48:21-2+ My 16 '47; Nat Underw 51:1+ My 15 '47
 New Mexico association of insurance agents annual convention, Albuquerque. Nat Underw 50:1+ N 14 '46
 New York state association of local agents, annual meeting, Syracuse, May 4-7. East Underw 48:1, 21-2+ My 9 '47; Nat Underw 51:3 My 8 '47
 North Carolina association of insurance agents annual convention, Pinehurst, May 1-4. Nat Underw 51:5+ My 8 '47
 Ohio association of insurance agents annual convention, 50th, Toledo. Nat Underw 51:17-19 S 25 '47
 Oregon association of insurance agents annual meeting, Eugene. Nat Underw 51:11+ Ag 28 '47
 Pennsylvania association of insurance agents annual convention, Atlantic City. Nat Underw 51:53+ O 16 '47
 South Carolina association of insurance agents annual meeting, Myrtle Beach, May 29-30. Nat Underw 51:3+ Je 5 '47
 South Dakota association of insurance agents annual meeting, Aberdeen. Nat Underw 51:3 My 22 '47
 Texas association of insurance agents annual meeting, Galveston, May 15-17. Nat Underw 51:1+ My 22 '47; Weekly Underw 156:1389+ My 24 '47
 Utah association of insurance agents annual convention, Salt Lake City. Nat Underw 51:1+ Ag 21 '47

Virginia association of insurance agents annual meeting, Roanoke. Nat Underw 51:1+ J1 3 '47

Washington association of insurance agents annual meeting, Spokane. Nat Underw 51:1+ Ag 14 '47

West Virginia association of insurance agents annual meeting, Huntington. Nat Underw 51:3+ S 18 '47

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Law

Agent licensing procedure in Illinois to be simplified. Nat Underw 51:10 Ag 14 '47
 Agent must pay insurer's loss in delayed report. Nat Underw 51:24 Ja 23 '47
 Agent's indebtedness for balance of premiums after deduction of commission not dischargeable in bankruptcy. Weekly Underw 156:722 Mr 8 '47
 Agents required to account for premium collected; Greenwald vs. American Surety. Nat Underw 50:25 D 26 '46
 Agree on new qualification measure in California. Nat Underw (Life ed) 51:4 Ap 18 '47
 Arkansas license plan simplified. Nat Underw (Life ed) 51:2 Ja 3 '47
 California changes ruling on analysts; when agent may charge fee. East Underw 48:18 O 10 '47
 California plan for licensing reformed applicants out. Nat Underw 51:27 F 27 '47
 Experience test upheld; Pennsylvania agents win victory on auto dealers licensing. Nat Underw 51:1 Ja 16 '47; East Underw 48:17 Ja 17 '47
 High court kills Indiana agent law; holds prohibition of licensing salaried men unconstitutional; Schoonover case. Nat Underw 51:1 My 22 '47
 Insurance agent and the law; wages and hours law. R. W. Botts. Rough Notes 90:32+ F; 32+ Ap '47
 Liability of agent who fails to renew. Nat Underw 51:12 Mr 27 '47
 Licensing fundamentals. H. C. Wolff. Weekly Underw 155:1393+ D 14 '46; Same abr. East Underw 47:22 D 20 '46
 Licensing-qualification questions illuminated at N.A.I.A. Oklahoma City meeting, H. C. Wolff and others. Nat Underw 51:8 My 1 '47
 Licensing reciprocity in Illinois for all but one state. Nat Underw (Life ed) 51:4 O 17 '47
 Life agents given greater leeway in California pension cases. Nat Underw (Life ed) 51:5 O 10 '47
 Menace to agent; individual boycott provision in trade practices bill. J. C. Stott. Nat Underw 50:1 D 12 '46
 New Dineen rules to govern fund mingling; applies to Section 125. East Underw 48:23+ Mr 14 '47
 New license regulations in Maine. Weekly Underw 157:427 Ag 23 '47
 New licensing regulations announced by Pennsylvania insurance department. East Underw 48:39 Mr 14 '47; Nat Underw 51:8 Mr 13 '47; Nat Underw (Life ed) 51:1+ Mr 14 '47
 New ruling on California examination procedure. Nat Underw 51:23 Ag 21 '47
 Ohio judge holds invalid rules barring auto dealers as agents; Motors insurance corporation case. East Underw 48:20 Ja 10 '47; Nat Underw 51:3 Ja 9 '47; Weekly Underw 156:145+ Ja 11 '47
 Producers' groups reach agreement on agents' licensing principles. East Underw 48:22 F 28 '47; Same. Nat Underw 51:1+ F 27 '47; Same. Weekly Underw 156:581+ Mr 1 '47
 Producers interested in new Washington insurance code. R. D. Williams. Weekly Underw 157:806-7 O 4 '47
 Qualification bill chief aim of Wisconsin producers. J. H. Carney. Weekly Underw 155:1540 D 28 '46
 Qualification bill under study in North Carolina. East Underw 48:20+ Ja 24 '47
 Resident agent laws and interstate commerce. A. C. Thomas, Jr. East Underw 48:136+ pt 2 O 3 '47

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Stiff examinations for California licenses. East Underw 48:7 Ag 1 '47
 Tennessee appeal court upholds license refusal to Motors agent. East Underw 47:23 D 27 '46; Weekly Underw 156:5+ Ja 4 '47
 32 states legislated on agents' licensing. Weekly Underw 157:955+ O 18 '47; Same abr. East Underw 48:42 O 17 '47
 Travelers wins countersignature issue in Idaho. Nat Underw 51:20 O 23 '47
 Vermont law revision stiffens licensing section. Weekly Underw 155:1395 D 14 '46
 Washington agents outside of job cover law. Nat Underw 51:29 F 6 '47; Same. Nat Underw (Life ed) 51:6 F 7 '47

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Letters to prospects

How to use direct mail. E. R. Hurd, jr. Nat Underw 51:6b My 8 '47
 Improving your letters. K. B. Horning. Rough Notes 90:28+ Ja '47

Multiple line selling

Competition for life agencies; Chicago's large fire and casualty agencies expand life departments. Nat Underw 51:13 S 25 '47; Same. Nat Underw (Life ed) 51:32 O 10 '47
 Successful life agent, tells accident account value to life man. S. Hayes. East Underw 48:28 Ag 15 '47

Offices

How you can redesign your office. E. G. Rahe. il plan Rough Notes 90:28+ S '47
 Progress of the local agency; in comfort, efficiency and appearance modern office is a great improvement. O. Beling. Nat Underw 50th anniv no:174-5 1947

Part-time agents

See also
 Insurance, Life—
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Policy execution

Travelers wins countersignature issue in Idaho. Nat Underw 51:20 O 23 '47

Public relations

Favors report to assureds; agents should enlighten public. W. P. Welsh. Weekly Underw 155:1169+ N 16 '46
 Field clubs actively supporting programs to aid public relations. East Underw 48:19 Ja 24 '47

Records

Comparison of company account current-policy register systems. Rough Notes 90:44 Mr '47
 Errors lower profits; suggestions to eliminate policywriting errors. B. E. Wortman. Rough Notes 90:30+ Mr '47
 Keeping account, from 1897 to 1947; records of the sales, expirations and financial transactions of agencies evolve with the years. A. J. Wohlgenuth. Nat Underw 50th anniv no:102+ 1947
 Loss reference file. E. A. Colbert. Rough Notes 90:26 Ap '47
 Records build business. Rough Notes 90:36+ Mr '47
 Records for the small agency. H. W. Bradshaw. Rough Notes 89:23+ D '46

Rural agents

Smaller agencies discuss rural, one man agent problems. J. C. Hearn. Nat Underw 51:10 O 23 '47

Sales conventions

Buckeye Union executives give agents insight into company workings. Nat Underw 51:6 O 23 '47
 Tips on coverages and claims given N.Y. group by question-answer panel. A. I. Jaffe and others. Nat Underw 50:14+ N 14 '46

Selection

Using research to find the best insurance agents. F. Lang. Adv & Sell 40:84 Jl '47

Service

Client confidence. J. Eglof. East Underw 48:38 My 9 '47
 Effective survey method for brokers. J. R. Blades. Nat Underw 51:15 Mr 6 '47
 Good method of keeping clients' cover up to date. D. Evey. Nat Underw 51:29 Ap 3 '47
 How agents can be of greater service to big buyers. H. Anderson. East Underw 48:16+ O 24 '47
 Safety-minded insurance agents; programs of two southern agencies. East Underw 48:28 Jl 4 '47
 Survey selling requires knowledge and courage. E. H. Luecke. Nat Underw 51:14 O 16 '47
 Surveys are research in the field of risk. J. R. Blades. East Underw 48:41+ F 21 '47
 Surveys sell increased coverage. G. M. Weigand. Rough Notes 90:34+ My '47
 Surveys sell our service. S. G. Croom. Rough Notes 90:24+ Ap '47

Training

Approve Florida program of on-the-job training. Nat Underw 51:14 Mr 6 '47
 Describes training concerns and problems. H. R. Smith. Nat Underw (Life ed) 51:2 Ap 18 '47
 Education and training; a review of the past, a look at the present, and an estimate of the future. J. E. Hedges. Nat Underw 50th anniv no:232-6 1947
 Hanover's practical schooling aids in holding man's interest. Nat Underw 51:9 Ag 14 '47
 H.&A. Conference management session; speakers feature training ideas. J. D. Westra; H. L. Knight. East Underw 48:36 My 30 '47
 New problems arise in GI job training programs; VA insists on wage progression; disqualifies men on commission. Nat Underw 51:1 Ja 23 '47; Same. Nat Underw (Life ed) 51:1+ Ja 24 '47
 1946 a big year in popularity for Travelers cos. schools for agents. East Underw 48:36 Ap 11 '47
 Training management session of H. & A. Conference. H. L. Knight and others. Nat Underw (H. & A. conference no) 51:4+ My 30 '47
 VA clarifies points on GI insurance training. H. V. Stirling. Nat Underw 51:16 Ap 3 '47; Same abr. Nat Underw (Life ed) 51:11+ Ap 4 '47

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 and teaching

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Unions

Disclose further provisions of Monumental Life settlement. Nat Underw (Life ed) 51:2 Ap 25 '47
 Labor Board order issued to Mutual Casualty at Boston. Nat Underw 51:23 Mr 6 '47
 NLRB orders issued in cases concerning Peoples Life of Washington and Polish national alliance. Nat Underw (Life ed) 51:8 Ap 4 '47
 Strike against Peoples Life, D.C., collapses. Nat Underw (Life ed) 51:7 Ag 8 '47
 United office and professional workers of America asks \$50 guarantee; \$10 a week increase. Nat Underw (Life ed) 51:9 Mr 21 '47

Women agents

Women in insurance have achieved service prestige. A. V. Doyle. Nat Underw 50th anniv no:168-9 1947

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Canada

Canadian agents may be caught in squeeze play on commissions. F. J. Jordan. East Underw 48:26 O 24 '47

INSURANCE agents—Continued**New York (state)**

New York suburban agents' conference attracts big crowd; educational panels prove highly popular feature. Nat Underw 51:2+ Ap 17 '47; East Underw 48:20+ Ap 18 '47

Pennsylvania

Pennsylvania agents' association thrives under Stanley Cowman's leadership. East Underw 47:88+ D 13 '46

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INSURANCE associations

Ask strong local boards; NAIJA conference in New York. East Underw 48:22 F 14 '47
Outlines proper rules for agents' associations; tells what may be illegal. M. M. Gorman. East Underw 48:20+ Je 20 '47; Abstract. Nat Underw 51:1 Je 19 '47
See also names of associations, e.g.

Factory insurance association	Interstate underwriters board
Federation of insurance counsel	National association of insurance agents
Institute of life insurance	National Negro insurance association
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INSURANCE board of Cleveland

Annual meeting, 101st. Nat Underw 51:2 My 22 '47

INSURANCE brokers

Auto dealers' broker firms violating law in covering financed cars, N.Y. attorney general holds. East Underw 48:22+ Mr 28 '47; Nat Underw 51:13 Mr 27 '47; Weekly Underw 156:873 Mr 29 '47

Blind student receives N.Y. Society certificate. Nat Underw 48:18 My 23 '47

Brokerage overhead up to 3/4 of income. Nat Underw 51:2 Ja 23 '47

Brokers advocate new production cost program; plan would eliminate debatable commission distinction between brokers and agents. W. W. Clement. East Underw 48:27 S 5 '47

Brokers ask single production cost allowance. Nat Underw 51:25 S 4 '47

Brooklyn brokers' group scores lack of insurance market. M. L. Nathanson and others. Nat Underw 51:3 My 15 '47

Brooklyn brokers install officers for 1947; all-industry bills debated. East Underw 47:107 D 13 '46

Credit by broker for return unearned premiums not binding on insurer issuing replacing policies. Weekly Underw 157:942 O 11 '47

Desirable brokerage business welcome. V. Howell. East Underw 48:4 My 9 '47

Effective survey method for brokers. J. R. Blades. Nat Underw 51:15 Mr 6 '47

How a successful broker sells insurance; Franklin Burns of Chicago. J. R. Gregory. Rough Notes 90:17-19+ F '47

Indict Chicago broker on policy forgery charge. Nat Underw 51:2 Jl 31 '47

Producers' groups reach agreement on agents' licensing principles. East Underw 48:22 F 28 '47; Same. Nat Underw 51:1+ F 27 '47; Same. Weekly Underw 156:581+ Mr 1 '47

What brokers should know about the insurance survey. J. R. Blades. East Underw 48:41+ F 21 '47

See also Insurance brokers' association of New York; National association of insurance brokers

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INSURANCE brokers' association of New York
Annual meeting, 49th, New York, April 10. East Underw 48:22 Ap 18 '47

INSURANCE commissioners

Alabama names new insurance commissioner; L. L. Gwaltney, jr. Weekly Underw 156:379 F 8 '47

Alexander to succeed Fischer as Iowa commissioner. Weekly Underw 156:805 Mr 22 '47

Bernard R. Stone, Nebraska insurance director. Nat Underw 50:2 D 12 '46; Same. Nat Underw (Life ed) 50:5 D 13 '46

David B. Soule approved for commissioner in Maine. Weekly Underw 156:1671 Je 21 '47; Nat Underw 51:3 Je 19 '47; Nat Underw (Life ed) 51:3 Je 20 '47

David S. Butler named new West Virginia commissioner. Weekly Underw 157:7 Jl 5 '47

Dealing with insurance commissioners; editorial. Nat Underw 51:16 Ag 14 '47; Same. Nat Underw (Life ed) 51:10 Ag 8 '47; Discussion. Nat Underw 51:5 S 4 '47; Nat Underw (Life ed) 51:12 S 5 '47

Hanley named in Maryland. Weekly Underw 156:1323 My 17 '47

Lee Shield new Ohio superintendent. Nat Underw 51:2 Ja 16 '47; Same. Nat Underw (Life ed) 51:5 Ja 17 '47

Named commissioner; James Hubbard first to get title in Idaho. Weekly Underw 156:1731 Je 28 '47

New California commissioner, Wallace K. Downey. East Underw 48:12 Je 6 '47

New Iowa commissioner, Sterling A. Alexander, por Nat Underw (Life ed) 51:24 My 2 '47; Same. Nat Underw 51:4 Ap 24 '47

New Pennsylvania insurance commissioner; James F. Malone, jr. Weekly Underw 156:381 F 8 '47

Perkins to Union Mutual; Maine commissioner takes company post. por Nat Underw (Life ed) 51:6 Mr 14 '47

Rhode Island commissioner leaves for fire company post. Nat Underw 51:4 Ja 30 '47

Wallace Downey named commissioner for California to succeed Garrison; James F. Malone new Pennsylvania commissioner. Weekly Underw 156:200 Ja 18 '47

Wallace Downey named successor; Garrison goes to Fireman's Fund. Nat Underw 51:1 Ja 16 '47; Same. Nat Underw (Life ed) 51:1 Ja 17 '47

See also Association of superintendents of insurance of the provinces of Canada; National association of insurance commissioners

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INSURANCE companies

Clement Stone adds Pennsylvania Casualty to fleet. Nat Underw 50:23 D 26 '46

Form North Carolina insurer with Van Iderstine as president; Old North State. Nat Underw 51:2 Ja 30 '47

New Chicago A.&H. company begins business; American income assurance of Chicago. Nat Underw 51:24 Mr 6 '47; Same. Nat Underw (Life ed) 51:7 Mr 7 '47

New companies organized in 1946; mergers, changes of control, etc. Weekly Underw 156:129-30 Ja 4 '47

United Benefit Fire getting under way. Spectator (Property ed) 12:34 N 14 '46

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Insurance—Pools
Lloyd's, London

Accounting

Amounts written data required by certain states. W. E. Mallalieu. Weekly Underw 156:17 Ja 4 '47

Cost analysis sadly neglected in life insurance. F. E. Richardson. Nat Underw (Life ed) 50:25 D 6 '46

Expanded role for accountants in home office operations. D. C. Bowersock. Nat Underw 50:17 N 21 '46

Few states want amounts written figure. Nat Underw 51:3 Ja 9 '47

Fire company profit formulas studied by NAIC subcommittee. East Underw 47:1+ D 6 '46

Gives mutuals tips on gearing for rating statistics. R. J. Icks. Nat Underw 51:2+ O 9 '47

Graduation of premiums by size for all types of risk seen; New York department's uniform accounting investigation. Nat Underw 50:17 D 12 '46

INSURANCE companies—Accounting—Cont.

- Insurance accounting. S. C. Davis. East Underw 48:45 Mr 21 '47
- Insurance companies' accounts, by S. J. Lengyel; review. W. Hay. Weekly Underw 157:74 Jl 12 '47
- Insurance session of Controllers institute of America. Nat Underw 51:27 O 23 '47
- Many new demands soon to be made on accountant. D. R. Sanderson and others. Nat Underw 51:4+ O 16 '47
- N.A.I.I. casualty, auto statistical plan. V. Lemmon. Nat Underw 51:22 My 22 '47
- Preliminary report on uniform accounting investigation issued to NAIC by New York insurance department. East Underw 47:62+ D 13 '46
- Report paves way for revising 1921 N.A.I.C. profit basis; Dineen subcommittee explores alternative formulas, suggests hearings. Nat Underw 50:3+ D 5 '46
- Size up insurance statistics; how marketing of an intangible is handled. F. Lang; S. C. Davis. East Underw 48:43 Mr 28 '47
- To report N.Y. fire experience on revised standard classification. East Underw 47:35 N 15 '46
- Underwriting profit or loss and the effect of unearned premiums. V. L. Gallagher. Weekly Underw 156:1363-6 My 17 '47
- Uniform accounting for real estate investments; regulation issued by Supt. Dineen of New York. Weekly Underw 156:1520 Je 7 '47; Same. East Underw 48:5 Je 6 '47; Same abr. Nat Underw (Life ed) 51:15 Je 6 '47
- What New York department wants in schedule M. A. J. Bohlinger. Nat Underw 51:6 My 22 '47

Advertising

- Advertising program of Institute outlined; family finances stressed. H. C. Flower. East Underw 47:8 D 20 '46
- Canada to bar advertising of non-licensed U.S. companies. East Underw 48:38 Je 20 '47
- Companies urged to advertise even though oversold. F. Bremier. East Underw 48:42 S 26 '47
- New relations program by Security companies; popular magazines will be used to inform public. Weekly Underw 156:154 Ja 11 '47; Nat Underw 51:4 Ja 9 '47; East Underw 48:18+ Ja 10 '47
- Personal sales appeal; new trend in insurance advertising. A. Joyce. East Underw 47:104 D 13 '46
- This consumer campaign is really aimed at the salesmen; Central manufacturers mutual insurance company. P. W. Purmort. Ptr Ink 220:42+ Jl 11 '47
- Trade journal and radio advertising. K. H. Mathus. Il Spectator (Life ed) 154:8-11+ Ap '47

Consolidation

- Republic National absorbs Republic Life of Oklahoma. Nat Underw (Life ed) 51:3 S 19 '47; Spectator (Life ed) 155:40 S '47
- Standard Surety & Casualty to merge with Century Indemnity. Weekly Underw 156:257+ Ja 25 '47

Costs

- Insurers can reduce expenses; sees excess use of paper. R. E. Dineen. East Underw 47:27 N 15 '46; Excerpt. Nat Underw 50:2 N 14 '46
- Life insurance expense ratio advances in 1946; new figure 15.5%, against 13.7%. Weekly Underw 157:294 Ag 2 '47
- Prices 50% over pre-war for 15 years seen; warns against mounting insurance expenses. H. W. Fokett. Weekly Underw 157:763 S 27 '47

Employees

- California-Western employees get cost of living allowance. East Underw 47:16 D 27 '46; Nat Underw (Life ed) 50:3 D 27 '46
- Employee relations in Bankers. N.J. W. B. Chambers. East Underw 48:9 My 30 '47; Abstract. Nat Underw (Life ed) 51:10 My 23 '47

- Employee suggestion plan proves worth to insurer; experience of American Surety. C. H. Hall. Nat Underw (Life ed) 51:10 My 9 '47; Excerpt. Weekly Underw 156:1227 My 3 '47
- Higher pay rates spur boosting of efficiency. Nat Underw (Life ed) 51:4 Ja 10 '47; Same. Nat Underw 51:3+ F 6 '47
- Historical note; a 50-year-old prediction of great accuracy; abstract. R. M. Green. J Account 84:148-9 Ag '47
- Institute survey bares need for employee training; few companies now conduct courses for non-sales personnel. R. D. Kip. Nat Underw (Life ed) 51:1+ S 5 '47
- Life company employees deserve standard benefits; outlines security programs. E. B. Stevenson. Nat Underw (Life ed) 51:19-20 My 16 '47
- Life insurance personnel at new high of 297,700. Nat Underw (Life ed) 51:2 My 2 '47; East Underw 48:14 My 9 '47
- Manhattan Life workers get free life and hospital insurance. Weekly Underw 157:117 Jl 12 '47
- NLRB orders issued in cases concerning Peoples Life of Washington and Polish national alliance. Nat Underw (Life ed) 51:8 Ap 4 '47
- Northwestern Mutual employees' families tour home office. Nat Underw (Life ed) 51:3 Je 13 '47
- Orientation and training of employees of the Travelers companies. S. T. Tooker. East Underw 48:9 My 30 '47
- Personnel problems trouble home office executives. Nat Underw 51:6 O 16 '47
- Policy of business firms when transferring employees. Nat Underw 50:13 N 21 '46; Same. Nat Underw (Life ed) 50:24 D 6 '46
- Reward superior worker. F. L. Rowland. Nat Underw 51:4 Ap 17 '47
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- Training supervisors big challenge. R. J. W. O'Toole. Nat Underw (Life ed) 51:1 O 3 '47

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- Boston Mutual pensions; retirement plan open to home and field workers 30 to 70. Weekly Underw 156:235 Ja 18 '47
- Colonial Life employees offered annuity. Nat Underw (Life ed) 51:4 Ja 17 '47; East Underw 48:7 Ja 17 '47; Weekly Underw 156:290 Ja 25 '47
- Mutual Benefit adopts new retirement plan. East Underw 48:4 Mr 28 '47; Same. Weekly Underw 156:909 Mr 29 '47; Same cond. Nat Underw (Life ed) 51:2 Mr 28 '47
- Security programs for insurance personnel. E. B. Stevenson, jr. Il Spectator (Life ed) 154:22-5+ Je '47

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- Allen's prominence causes Home report to attract dailies. Nat Underw 50:4+ D 19 '46
- Departmental examination of the Home insurance company. East Underw 47:19 D 20 '46
- Dispose of most items in Home's examination report; management given unanimous vote of commendation; letter to Dineen. Nat Underw 51:8 Ap 10 '47; Same cond. East Underw 48:28 Ap 11 '47
- Mutual commerce casualty of Kansas City, stops writing new lines; halt called by Supt. Jackson. East Underw 48:30 S 5 '47
- Observe growth in police powers of N.Y. insurance dept; state examiners, under Section 66, require that disbursement vouchers be authentic. East Underw 48:1+ Mr 14 '47
- Pool examination plan well received in New York state. Nat Underw 50:3 D 19 '46

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Aggregates of stock, fire and marine companies, mutual fire companies, 37 reciprocal, inter-insurers exchanges and Lloyds organizations for 1946. Spectator (Property ed) 13:23-6 Jl 24 '47

Fifty leaders graded by assets and premiums; tabulation. Nat Underw 51:21 Ap 17 '47

More companies study plans for added financing. S. C. Davis. Nat Underw 51:1 Jl 31 '47

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Preferred Accident strengthened by RFC loan of \$3,000,000. East Underw 48:30 F 14 '47; Nat Underw 51:19+ F 13 '47

Preferred gets \$2 million more from RFC. Nat Underw 51:20 O 23 '47; East Underw 48:35+ O 24 '47

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Qualities of management are always revealed in operating expense control. F. L. Brokaw. East Underw 48:15+ Ag 1 '47

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U.S. Life opens branch office in Venezuela. East Underw 48:5 Mr 14 '47

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Revoke ruling on tax credit for British insurers. Nat Underw 51:2 Ja 23 '47

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Forms, blanks, etc.

Ask continuation of war time simplifications. Nat Underw (Life ed) 51:26 Mr 21 '47

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Mechanics of daily report handling published by American casualty company. East Underw 48:34 Je 20 '47

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Sees complete modernization of blanks for company annual statements. T. C. Morrill. East Underw 48:18+ My 23 '47

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Stock market at low point for critical Dec. 1 test; annual statement values soon determined; not far below year ago. Nat Underw 50:15 N 28 '46

Tighten amortization rule; commissioners approve new statement formula. Nat Underw 51:1 Je 5 '47; Same. Nat Underw (Life ed) 51:1 Je 6 '47

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Law department has vital public relations role. H. C. Bates. Nat Underw (Life ed) 51:27 O 10 '47

Life company's law department. W. F. Haldeman. East Underw 48:8 Ja 10 '47

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Life company's law department. W. F. Haldeman. East Underw 48:8 Ja 10 '47

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Effect of broader writing powers in New York slow in showing; insurers are taking advantage of new opportunities gradually. Nat Underw 51:3 Ap 10 '47

Joint NAIC industry committee scores Appleton rule as broad power barrier. East Underw 48:22 Je 13 '47

Multiple line bills entered in New York; favored by Risk research institute. East Underw 48:30 F 28 '47; Weekly Underw 156:583 Mr 1 '47

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- Multiple line writing qualifications outlined. R. Harris. Weekly Underw 156:1734-5 Je 28 '47
- New York deputy suggests caution in entirely eliminating Appleton rule. A. J. Bohlinger. Nat Underw 51:3 Je 19 '47
- Problems, advantages in full underwriting powers. Nat Underw 51:6 S 18 '47
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- Urges continued fight for multiple underwriting powers. W. D. Winter. Nat Underw 51:5 Ja 30 '47; Abstract. East Underw 48:1+ Ja 31 '47

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- Notarized forms out for Mutual of New York; program to cut red tape and streamline administrative procedures. A. E. Patterson. East Underw 48:4 My 30 '47

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- Brief review of events occurring in 1946; official changes in 1946; death rule. Weekly Underw 156:122-9, 130-2+ Ja 4 '47
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- Eight promotions in the Manufacturers companies. East Underw 47:34 D 27 '46
- Fitzgerald heads Northwestern Mutual; Robinson new vice-president. pors Nat Underw (Life ed) 51:1-2 Ap 25 '47
- Floyd N. Dull elected president of Preferred Accident and affiliate. pors East Underw 48:39 Mr 21 '47; Nat Underw 51:23 Mr 20 '47
- Many advanced by Penn Mutual; J. A. Mayer made secretary; C. H. Yardley, second vice president and comptroller; other promotions. East Underw 48:3+ Ja 17 '47
- Many new titles and tasks for Home executives. pors Nat Underw 51:3+ Ap 17 '47; East Underw 48:24+ Ap 18 '47
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- Favorable public opinion industry's best defense. H. G. Helm. Nat Underw 51:18 Ja 30 '47
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- Saves time and money; plans for purchasing business cards developed by Hill, inc. Weekly Underw 156:1322 My 17 '47

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- Dewey approves New York housing bill. Nat Underw (Life ed) 51:6 Ap 18 '47

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- Assessed policyholders of old Keystone get 25% refund. East Underw 48:30 JI 18 '47
- Central Mutual decision in New Jersey; assessment not barred because insurer unlicensed. Nat Underw 51:17 Ja 9 '47
- Central Mutual policyholder in Iowa discovers an out. Nat Underw 51:14 Ja 30 '47
- Insurer insolvent when contract was issued; Tennessee court invalidates assessment on Central Mutual assured. Nat Underw 51:16 O 2 '47
- Keystone Mutual remains delivered to commissioner; see court fight on assessability of non-assessable contract. Nat Underw 51:15+ JI 3 '47
- Mutual Commerce Casualty placed in hands of state. Nat Underw 51:17 O 2 '47
- New Illinois National decision; Palmer again vindicated; Barr, Fitzgerald win point. Nat Underw 51:17 My 29 '47
- Old management's libel is held receiver's burden; Missouri judgment against Chicago Loyds. Nat Underw 51:23 Ja 23 '47
- Reiter continues to seek exaction from Palmer. Nat Underw 51:19 F 20 '47
- What will accounting be? await next chapter in T. H. Reiter Illinois case. Nat Underw 51:15+ Ja 30 '47

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- Booklet on mechanics of daily report handling published by American casualty co. East Underw 48:34 Je 20 '47
- New classification of risks now in operation; coding of daily reports. East Underw 48:26 Ja 10 '47; Nat Underw 51:3 Ja 9 '47

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- Again attacks all-industry bills in answer to Jackson; St Louis address. E. W. Sawyer. East Underw 48:34 F 14 '47
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| Glare | Windows |
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| Bank buildings | Railroads |
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| Diesel engines—Fuel | Oil fuel |
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| Equation of state | Solvents |
| Evaporation | Surface tension |
| Films | Viscosity |
| Fluids | Water |
| Helium, Liquid | Wetting |
- LIQUIDS, inflammable.** See Inflammable liquids
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LOANS

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| Friction | Lubricators |
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| Lubricating greases | Oil seals |
| <i>also</i> subdivision Lubrication under special subjects, e.g. | |
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Bolts and nuts
Gearing

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| Foremen | ment of |
| Inspection | Routing systems |
| Machine shop prac- | Tool rooms |
| tice | |

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| Airplane engines— | Hard facing |
| Manufacture | Honing |
| Broaching | Indexing (machine |
| Centering (machine | work) |
| work) | Inspection |
| Chucks | Lapping |
| Cylinders (engines, | Lathes |
| etc.)—Manufac- | Machine shop man- |
| ture | agement |
| Dies | Machine tools |
| Diesel engines— | Machinery |
| Manufacture | Metal cutting |
| Drafting room prac- | Metal finishing |
| tice | Milling |
| Drilling and boring | Railroads—Shops |
| (metal working, | Riveting |
| etc.) | Rolling (metal work) |
| Forging | Rolling mills |
| Gages | Sheet metal work |
| Gear cutting | Tapping |
| Grinding | Welding |

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| Airplane factories | tice |
| Automobile factories | Machine tools |
| Locomotive shops | Motor bus lines— |
| Machine shop man- | Shops |
| agement | Railroads—Shops |
| | Tool rooms |

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Machine tools

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See also

Broaching machines	Machine tool industry
Cutting tools	Metal cutting
Dividing machines	Milling cutters
Drilling and boring machinery	Milling machines
Feed mechanism	Punches
Gear cutting machines	Reamers
Grinding machines	Saws, Metal working
Honing machines	Screw machines
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Lathes	Swaging machines
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	Tool steel

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- Chucks
- Jigs

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See also

- | | |
|---|-------------------------|
| Broaching | Indexing (machine work) |
| Centering (machine work) | Locating (machine work) |
| Drilling and boring (metal working, etc.) | Machine shop practice |
| Grinding | Metal cutting |
| Honing | Milling |
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| Diesel engines—Manufacture | Machinery—Manufacture |
| | Skoda works |

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See also

- Machine shops—Employees
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Calculating machines

Coal mining machinery

Conveying machinery

Cotter pins

Couplings

Cranes, derricks, etc.

Crankshafts

Crushing machinery

Cylinders (engines, etc.)

Diesel engines

Dividing machines

Drilling and boring machinery

Dyeing machines

Electric machinery

Electric welding machines

Escapement mechanism

Excavating machinery

Fans, Mechanical

Feed mechanism

Fits (machinery)

Floor cleaning machines

Flotation machines

Food machinery

Foundry machinery

Friction

Gear cutting machines

Gearing

Governors (machinery)

Grinding machines

Harvesting machinery

Hoisting machinery

Hydraulic machinery

Hydraulic presses

Interchangeable mechanism

Internal combustion engines

Jigs

Keys and keyways (machinery)

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Lathes

Locomotives

Looms

Lubrication and lubricants

Machine shop practice

Machine tools

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Pumps

Railroads—Track making machinery

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Road making machinery

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Rubber machinery

Screw machines

Shafting

Shafts

Sheet metal working machinery

Shoveling machines

Sintering machines

Spinning machinery

Springs (mechanism)

Steam engines

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Factory management	Organization in industry
Farm management	Retail trade—Store management
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| Coal handling | Motor trucks, Industrial |
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| (metal working, | Oxyacetylene cutting |
| etc.) | Pipe cutting |
| Electric cutting | Saws, Metal working |
| Gear cutting | Screw machines |
| Grooving | Shears (machines) |
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Honing	Polishing, Elec-
Lacquer and lacquer-	trolitic
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METALLURGICAL apparatus*See also*

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| Classifiers | Magnetic separators |
| Converters | Metallurgical plants—Equipment |
| Furnaces, Metallurgical | Tube mills |

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| Blast furnaces | Smelting works |
| Flotation plants | Steel works |
| Iron works | |

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Beryllium	Nickel
Bismuth	Ore deposits
Brass	Pickling (metals)
Bronze	Plastic materials—
Cast iron	Joining to metal
Chromium	Platinum metals
Cobalt	Potassium
Copper	Printing on metal
Corrosion and anti-corrosives	Radium
Creep of metals	Rare earth metals
Deformation (mechanics)	Scrap metal
Electrodeposition of metals	Sheet metal
Electrometallurgy	Silver
Fatigue in metals	Slag
Films, Metallic	Sodium
Foundry practice	Solder and soldering
Geology	Solutions, Solid
Glass—Joining to metal	Steel
Gold	Stellite
Heat treatment	Strength of materials
Iron	Strontium
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Mid-year meeting of executive committee, Chicago. Nat Underw 51:3 F 27 '47; Weekly Underw 156:616 Mr 1 '47
- NATIONAL association of insecticide and disinfectant manufacturers**
Annual meeting, 33d, New York, Dec. 2-4. Oil Paint & Drug Rep 150:5+ D 9 '46; Chem & Eng N 24:3354 D 25 '46; Soap & San Chem 22:130-3+ D '46
Highlights of NAIDM convention. Chem Ind 60:58-9 Ja '47
Mid-year meeting, 33d, Chicago, June 9-11. Soap & San Chem 23:130-3 Je; 123-5+ Jl '47; Chem & Eng N 25:1802 Je 23 '47; Oil Paint & Drug Rep 151:7+ Je 16 '47
- NATIONAL association of insurance agents**
Agents defiant to companies' move on local board rules; with text of I.E.A. letter. Nat Underw 51:1+ Ap 24 '47
Annual convention, Atlantic City, Oct. 13-17. East Underw 48:1+ 23-31+ O 17 '47; Nat Underw 51:23+ O 16; 1+ 4 O 23 '47; Spectator (Property ed) 13:20-4+ O 23 '47; Weekly Underw 157:953+, 960-5 O 18 '47
Attitude of agents on all-industry bills; report of committee of NAIA. Weekly Underw 156:1127+ Ap 26 '47
Committee reports. Nat Underw 51:47-51 O 16 '47
F. Stuart Brown is actuary for NAIA. East Underw 48:42+ Mr 21 '47
Fifty years of organization. G. T. Warfield, jr. Nat Underw 50th anniv no:276-7 1947
Midyear meeting, Oklahoma City, April 21-25. East Underw 48:20+ Ap 25 '47; East Underw 48:26 My 2 '47; Nat Underw 51:1+ My 1 '47; Weekly Underw 156:1133+ Ap 26 '47; Spectator (Property ed) 12:16-18+ My 8 '47
NAIA public relations head; R. L. Bliss. East Underw 48:20 Ja 24 '47
President's report. East Underw 48:24 O 17 '47
- NATIONAL association of insurance brokers**
Brokers' association foundation is firm. A. T. Archer. Weekly Underw 156:18+ Ja 4 '47
- NATIONAL association of insurance commissioners**
Annual meeting, 78th, Atlantic City, June 1-4. East Underw 48:1, 12-13, 16 Je 6; 23+ Je 13 '47; Nat Underw 51:1+ 4+ Je 5; 1+ Je 12 '47; Nat Underw (Life ed) 51:1+ Je 6; 1+ Je 13 '47; Spectator (Life ed) 154: 16-17+ Je '47; Spectator (Property ed) 12: 20-1+ Je 12 '47; Weekly Underw 156:1538, 1540-5, 1602-3+ Je 7-14 '47
Central office plan opposed. J. J. Holmes. Weekly Underw 156:1391-2 My 24 '47
Commissioners approve central office scheme. Weekly Underw 156:1587 Je 7 '47
Commissioners' committees. East Underw 48: 1+, 30 Ag 8 '47; Nat Underw 51:1+ Ag 7 '47; Nat Underw (Life ed) 51:1 Ag 8 '47; Weekly Underw 157:315 Ag 9 '47
Commissioners envision modest central office. Nat Underw 50:3, 10 D 12 '46; Same. Nat Underw (Life ed) 50:1+ D 13 '46
Dineen names new committee chairmen. Weekly Underw 156:659 Mr 8 '47; East Underw 48:18 Mr 7 '47; Nat Underw 51:12 Mr 6 '47
Executive committee meets in Chicago. East Underw 48:55+ O 17 '47
Midyear meeting, 78th, New York, Dec. 9-11. East Underw 47:46 D 13 '46; Nat Underw 50:1+ D 12 '46; Nat Underw (Life ed) 50: 1+ D 13 '46; Spectator (Property ed) 12: 10-13 D 26 '46; Spectator (Life ed) 154:22-5 D '46; Weekly Underw 155:1396-401 D 14 '46
President's address at annual meeting. R. E. Dineen. Weekly Underw 156:1517+ Je 7 '47; Same abr. East Underw 48:1+ Je 6 '47; Abstract. Nat Underw 51:1+ Je 5 '47

- NATIONAL association of insurance women**
Annual convention, New York, June 18-20.
East Underw 48:1+, 24+ Je 20 '47; Nat Underw 51:1+ Je 26 '47; Weekly Underw 156:166+ Je 21 '47
- NATIONAL association of legal aid organizations**
1946 committee reports and proceedings. 124p pa \$1 National assn. of legal aid organizations, 25 Exchange st, Rochester 4, New York '46
- NATIONAL association of life underwriters**
Annual convention, Boston, Sept 8-12. East Underw 48:1+, 3-4+ S 12 '47; Nat Underw (Life ed) 51:1+ S 12; 1+ S 19 '47; Nat Underw (Life ed) Daily ed 51:5-52 S 10; 5-52 S 11; 5-52 S 12 '47; Spectator (Life ed) 155:9-13+ S '47; Weekly Underw 157:589, 635, 640-1 S 13 '47
- Committee reports at mid-year meeting. East Underw 48:12-13 Mr 14 '47
- 50 years of the N.A.L.U.; the past 25, the next 25. P. B. Hobbs. Nat Underw 50th anniv no:96+ 1947
- General agents and managers section meeting, Chicago, May 8-9. East Underw 48:6+ My 16 '47; Nat Underw (Life ed) 51:1+ My 16 '47
- Midyear meeting, Milwaukee, March 11-14. East Underw 48:8 Mr 21 '47; Nat Underw (Life ed) 51:1+ Mr 14; 1+ Mr 21 '47; Spectator (Life ed) 154:32 Mr '47; Weekly Underw 156:801+ Mr 22 '47
- NALU tops 50,000 men; ranking of first twenty associations and by states. Life Ins Courant 52:346 Ag '47
- National life underwriters' job. P. B. Hobbs. Weekly Underw 156:90 Ja 4 '47
- New committee lineup. Nat Underw (Life ed) 51:1+ O 17 '47
- 1947 NALU convention highlights headliners; sketches of principal speakers. Spectator (Life ed) 155:12-15+ Ag '47
- Platform of NALU. J. E. Rutherford. East Underw 48:16 F 21 '47
- NATIONAL association of litho clubs**
Lithographers meet; first anniversary of formation of the national organization. Inland Ptr 118:71 Mr '47
- NATIONAL association of manufacturers**
Annual congress, 51st, New York, Iron Age 158:120-1 D 12 '46; Steel 119:62-3 D 16 '46
- Congress of American industry, New York, Dec. 4-6. Steel 119:60-1+ D 9 '46
- NAM treatise upholds present system of government and business; stresses individual enterprise. Comm & Fin Chr 165:1846 Ap 3 '47
- NAM's program for prosperity. Comm & Fin Chr 164:3023+ D 12 '46
- NATIONAL association of master plumbers**
Annual meeting, Milwaukee, May 26-29. Dom Eng 169:110-15 Je; 170:124-5+ Jl '47
- NATIONAL association of motor bus operators**
Annual meeting, 18th, Chicago, May 21-23. Bus Transportation 26:40-52 Je '47
- NATIONAL association of mutual insurance companies**
Annual meeting, Buffalo. Nat Underw 50:3 N 21 '46
- Annual meeting, Columbus, Ohio. Nat Underw 51:3+ O 9 '47
- NATIONAL association of mutual savings banks**
Savings bankers' choice. E. B. Schwulst. Bsns W p68 My 17 '47
- NATIONAL association of power engineers**
Annual meeting, 64th, Boston, Aug. 25-29. Power 91:698 O '47
- NATIONAL association of printing ink makers**
Annual meeting, 33d, Washington, Oct. 1-3. Oil Paint & Drug Rep 152:5+ O 6 '47
- NATIONAL association of public relations counsel**
Officers. Ptr Ink 218:141 F 7 '47
- NATIONAL association of purchasing agents**
Annual convention, 32d, New York, June 2-4. Oil Paint & Drug Rep 151:7+ Je 9 '47
- NATIONAL association of railroad and utilities commissioners**
Annual meeting, 58th, Los Angeles, Nov. 12-15. Elec World 126:89 N 23 '46; Ry Age 121: 873-4+ N 23 '46
- Annual meeting, 59th, Boston, July 14-17. Ry Age 123:146-8 Jl 26 '47
- Excerpts and digests from reports and addresses at annual convention. Pub Util 38: 833-50 D 19 '46
- Excerpts and digests from reports and addresses at annual convention. Pub Util 40:234-48 Ag 14 '47
- NATIONAL association of real estate boards**
Rents and the real estate lobby; wartime controls survive. Fortune 35:96-7+ Je '47
- NATIONAL association of retail druggists**
N.A.R.D. fined in New Jersey and New York trust suits. Oil Paint & Drug Rep 151:3 F 3; 4 F 10 '47
- NATIONAL association of securities dealers**
National committees appointed. Comm & Fin Chr 165:1262 Mr 6 '47
- SEC reverses NASD ruling in Herrick, Wadell case. Comm & Fin Chr 165:1785+ Ap 3 '47
- Self praise; editorial comment on Securities business comes of age, by E. Frazer. Comm & Fin Chr 165:2599+ My 15 '47; Discussion. 165:2852+ My 29 '47
- NATIONAL association of wholesalers**
Annual convention, New York. Oil Paint & Drug Rep 152:7+ O 13 '47
- NATIONAL automobile underwriters association**
Annual meeting, 17th, New York, May 28. East Underw 48:32 Je 6 '47
- NATIONAL aviation trades association**
Operator and his state ATA. C. A. Parker. Il Aero Digest 55:70+ O '47
- Reorganizes as state federation for legislative action. Aviation N 6:10 D 2 '46
- Shows promise as spokesman for operators. A. McSurely. Aviation N 7:22-3 Mr 17 '47
- NATIONAL banks.** See Banks and banking, National
- NATIONAL biscuit company**
May increase dividend. Barron's 27:1 Ja 20 '47
- NATIONAL board of fire underwriters**
Annual meeting, 81st, New York, May 27. East Underw 48:19-20+ My 30 '47; Nat Underw 51:1+ My 29 '47; Weekly Underw 156:1454+ My 31 '47; Spectator (Property ed) 12:24-5 Je 12 '47
- New committees. East Underw 48:23 Je 20 '47; Weekly Underw 156:1604 Je 14 '47
- NATIONAL bond and share corporation**
Annual report. Comm & Fin Chr 165:340 Ja 20 '47
- NATIONAL bureau of casualty and surety underwriters.** See National bureau of casualty underwriters
- NATIONAL bureau of casualty underwriters** (formerly National bureau of casualty and surety underwriters)
Annual meeting, New York, May 14. East Underw 48:29 My 16 '47; Weekly Underw 156:1321+ My 17 '47
- Bureau subscribers in seventeen states. Nat Underw 51:53+ O 16 '47
- National Bureau alters title of organization; other changes. Weekly Underw 157:329 Ag 9 '47; Nat Underw 51:17 Ag 7 '47; East Underw 48:24 Ag 3 '47
- NATIONAL bureau of standards.** See United States—Standards, National bureau of
- NATIONAL bus traffic association**
Annual meeting, 12th, Chicago, May 20-22. Bus Transportation 26:52-4 Je '47
- NATIONAL can company**
Rebuilds profit margins. Barron's 27:28 Mr 3 '47
- NATIONAL cannery association**
Annual convention, 40th, Atlantic City, Jan. 20-24. Food Ind 19:205 F '47
- Cannery convention highlights; machinery exhibit; staff report. Food Ind 19:319+ Mr '47
- NATIONAL characteristics, Chinese**
Trouble with China is Confucius. H. Maurer. Il Fortune 35:124-31+ Ap '47
- NATIONAL city bank of New York**
Annual report to stockholders. G. S. Rent-schler. Comm & Fin Chr 165:497 Ja 23 '47

NATIONAL city lines, inc.

National City and others indicted by federal grand jury with conspiracy in restraint of domestic trade and monopoly in violation of anti-trust laws. Bus Transportation 26: 101-2 My '47

Time gallops for the Fitzgeralds. Mass Transportation 43:204 My '47

NATIONAL clay pipe manufacturers, inc.

Board of directors June meeting open to all N.C.P.M.I. members, Akron, June 12-13. Brick & Clay Rec 111:49+ J1 '47

NATIONAL committee for mental hygiene

Meeting, New York, Nov. 12-13, 1947. Science 106:263 S 19 '47

NATIONAL concrete masonry association

Annual meeting, 27th, Chicago, Feb. 17-20. Concrete 55:16+ Mr '47; Rock Prod 50:132-8+ Mr '47

NATIONAL conference of educational directors in industry

Proceedings of the third annual conference, Cleveland, March 6-8, 1947. 82p pa \$1 National assn. of foremen, 321 West first st, Dayton 2, Ohio '47

NATIONAL conference on industrial hydraulics

Annual meeting, 3d, Chicago, Oct. 16-17. Science 106:262-3 S 19 '47

NATIONAL conference on labor legislation

Thirteenth conference, Washington, D.C. Dec. 2-4, 1946. Mo Labor R 64:268-71 F '47

NATIONAL container corporation

Companies forging ahead. Mag of Wall St 80:379 J1 5 '47

NATIONAL cotton council of America

Annual meeting, 9th, Galveston, Jan. 28-30. Chem & Eng N 25:429 F 17 '47

NATIONAL cotton week. See Cotton trade—United States—National cotton week**NATIONAL council for stream improvement of the pulp, paper, and paperboard industries**

Stream improvement research. Chem & Eng N 25:1579 Je 2 '47

NATIONAL council of independent petroleum associations

Meeting, Chicago, May 8-9. Nat Pet N 39: 9-12 My 14 '47

Views and objectives. G. Duke. Nat Pet N 39:20 Ja 15 '47

NATIONAL crushed stone association

Annual meeting, 30th, Chicago, Jan. 27-29. Rock Prod 50:76-85+ Mr '47

Directors' meeting, Hot Springs, July 3. Rock Prod 50:95+ Ag '47

NATIONAL defense mediation board

Tripartite labor control is ending. Bsns W p84 Ja 11 '47

NATIONAL district heating association

Annual meeting, 38th, Atlantic City. Heating-Piping 19:102-4 Ag; 108-10 S '47

Annual meeting, 38th, Atlantic City. Power 91:622 S '47

NATIONAL Dixie distributors, inc.

National Dixie distributors plan to expand and renew prewar policies of merchandising. Nat Pet N 38:44 N 6 '46

NATIONAL drug trade conference

Annual meeting, Washington, Nov. 8. Oil Paint & Drug Rep 150:7+ N 18 '46; Chem & Eng N 24:3176 D 10 '46

NATIONAL electrical code

Applying the code to homes. J. M. Evans. diags Elec West 97:84-5 O '46

National electrical code, 1947 edition. A. Small. Ind Stand 18:34-6 F '47

NATIONAL electrical contractors association

Annual meeting, 46th, San Francisco. Elec World News ed 128:13 S 20 '47

Annual meeting, 46th, San Francisco, Sept. 5-11. Elec West 99:88-91 O '47

NATIONAL electrical manufacturers association

Annual meeting, 20th, Atlantic City. Elec World 126:107-8 N 9 '46

NEMA formulates policy on testing and certification labeling. Ind Stand 18:63-6 Mr '47

NATIONAL electrical retailers association

What about the NERA. Elec West 98:101-3 Je '47

NATIONAL electrical wholesalers association

Pacific division convention, Boyes Springs, Calif., Nov. 13-15. Elec West 97:74-5 D '46

NATIONAL electronics conference

Second, Chicago, Oct. 3-5. Elec Eng 65:590 D '46

NATIONAL emergency steels. See Steel—Standards**NATIONAL enameling and stamping company**

Promising stocks. Mag of Wall St 79:667 Mr 15 '47

NATIONAL exposition of power and mechanical engineering

Exposition, 17th, New York, Dec. 2-7. Il Power Pl Eng 51:119-20 Ja '47

1946 power show. Il Chem Eng 54:111-15 Ja '47

Power show preview, 1946; with list of exhibitors. Il Power Pl Eng 50:112-16+ N '46

NATIONAL farm chemurgic council

Annual conference, 12th, Oklahoma City, March 26-29. Oil Paint & Drug Rep 151:7+ Mr 31 '47; Chem & Eng N 25:1123-4 Ap 21 '47

Mid-American conference, 5th, Cincinnati, Oct. 1-3. Oil Paint & Drug Rep 152:5+ O 13 '47

NATIONAL federation of sales executives

Annual convention, 12th, Los Angeles, June 2-4. Sales Management 58:73-6 Je 15 '47

Club extension; Jack Lacy's committee is responsible for the rapid growth of NFSE; with portraits of some regional directors. Sales Management 59:sup3-5 N 1 '47

N.F.S.E. board makes news after convention ends; to move head office to New York, appoint R. A. Whitney executive director. Sales Management 59:91-2 J1 1 '47

1947-1948 administration committees. Sales Management 59:sup4-5 O 1 '47

NATIONAL federation of telephone workers

Affiliation fought. Bsns W p93 F 8 '47

Threat to unions' strategy. Bsns W p76+ Mr 29 '47

Triangular phone union fuss. Pub Util 39: 847 Je 19 '47

Union monopolies weak without goons. Barron's 27:1+ Ap 21 '47

NATIONAL federation of textiles

Celebrates 75 years of service. R. E. Ellsworth. Rayon 28:306-9 Je '47

NATIONAL fertilizer association

Annual meeting, 22d, Spring Lake, N.J. June 19-21. Oil Paint & Drug Rep 151:7+ Je 30 '47; Chem & Eng N 25:1944 J1 7 '47

Annual Southern convention, 20th, Atlanta. Oil Paint & Drug Rep 150:5+ N 18 '46

NATIONAL fire protection association

Annual meeting, 51st, Chicago, May 25-29. Nat Underw 51:3+ My 29 '47; Weekly Underw 156:1449+ My 31 '47; East Underw 48:21+ Je 6 '47

NEPA drives to make public fire conscious. P. Bugbee. Weekly Underw 156:26-7 Ja 4 '47

NATIONAL fire waste council

Annual meeting, Washington, D.C. Nov. 1. East Underw 47:32 N 15 '46

Elects new executive members. Weekly Underw 156:1194 My 3 '47

NATIONAL flying farmers association

Wings for farms. Il Bsns W p20 Mr 22 '47

NATIONAL foreign trade convention

Text of Convention's declaration of principles and recommendations and abstracts of principal addresses at New York meeting. Il For Comm W 25:7-11+ N 30 '46

NATIONAL foreign trade council

Directors elected. Comm & Fin Chr 165:1144 F 27 '47

Elects new directors. Oil Paint & Drug Rep 151:51 F 17 '47

Inter-American cooperation council with Foreign Trade group; plan of affiliation. Comm & Fin Chr 165:2529 My 8 '47

NATIONAL foundation for infantile paralysis

Public health fellowships. Chem & Eng N 25:115 Ja 13 '47

NATIONAL founders' association

Annual meeting, 49th, New York, Nov. 7-8. Foundry 74:97+ D '46; Steel 119:56 N 18 '46

- NATIONAL fraternal congress of America**
Annual meeting, Detroit, Sept. 29-Oct. 3. Nat Underw (Life ed) 51:28-40 O 3; 42-3 O 10 '47
- Committees appointed.** Nat Underw (Life ed) 50:22 D 27 '46
- See also*
Fraternal field managers association
- NATIONAL frozen food council**
Council formed to promote frozen foods. Food Ind 19:1246-7 S '47
- NATIONAL gas and oil corporation**
Debentures offered. Comm & Fin Chr 165:2801-2 My 26 '47
- NATIONAL glass company**
Stocks offered. Comm & Fin Chr 165:3396 Je 30 '47
- NATIONAL graphic arts education association**
Annual meeting, 22d, Chicago, June 16-18. Inland Ptr 119:78-81 Ag '47
- NATIONAL gypsum company**
National Gypsum president lays cornerstone for new \$6,000,000 Baltimore plant. il Manuf Rec 115:46-7+ D '46
- Private financing.** Comm & Fin Chr 165:1870 Ap 7 '47
- NATIONAL home and property owners foundation**
Little man; realtors want third party for property owners but first try is a dud. Arch Forum 87:16 JI '47
- NATIONAL industrial advertisers association**
Membership roster. Ind Marketing 31:1-47 sec 2 N '46
- NIAA marks 25 years of progress.** G. D. Crain, jr. Ind Marketing 32:37+ Je '47
- 25th Anniversary conference; addresses.** A. M. Staehle and others. Ind Marketing 32:33-51+, 70+ JI '47
- Library**
- NIAA mails first release on new Library of industrial marketing.** Ind Marketing 31:130+ D '46
- Need thought-starters for promotional pieces?** Sales Management 58:93 Ap 1 '47
- NATIONAL industrial conference board**
Annual meeting, 31st, New York. Steel 120:51 Je 9 '47
- Meeting, New York.** Comm & Fin Chr 165:52 Ja 2 '47
- National industrial conference board finds facts for industrial marketers.** Ind Marketing 32:46+ F '47
- NATIONAL industrial sand association**
Annual meeting, Chicago, Oct. 24-25. Rock Prod 49:98+ D '46
- Annual meeting, Hot Springs, Va.** May 14-15. Rock Prod 50:88-91+ JI '47
- NATIONAL industrial traffic league**
Annual meeting, New York. Ry Age 121:925 N 30 '46
- NATIONAL institute for commercial and trade organization executives**
Meeting, Northwestern university, Aug. 10-16. Dom Comm 35:81 Ag '47
- NATIONAL institute of governmental purchasing**
Meeting, New York, Sept. 8-11. Oil Paint & Drug Rep 152:7+ S 15 '47
- NATIONAL institute of health**
Laboratory building for study of highly infectious diseases; National institute of health, il plan Eng N 139:460-3 O 2 '47
- NATIONAL instrument conference**
Instrumentation, measurement, and control. A. Klemm, il Sci Am 176:122-4 Mr '47
- NATIONAL labor relations act.** See Labor laws and legislation—United States
- NATIONAL labor relations board**
Coping with boycott issue. Bsns W p80+ O 4 '47
- Decision gives employers certain freedom of speech in union plants.** Comm & Fin Chr 165:1979 Ap 10 '47
- Free collective bargaining or government intervention?** E. C. Brown. Harvard Bsns R 25 no2:190-206 [Ja] '47
- Freedom of speech and the NLRB; employers' right; abstract.** P. M. Herzog. Management R 36:24-6 Ja '47
- How practical personnel men think the labor law will work; new Labor relations board.** R. A. Lind. Factory Management 105:95-6 S '47
- Inter-union fights claim NLRB notice.** Steel 121:44-5 S 1 '47
- Labor Board issues instructions for disposal of Wagner act cases.** Steel 121:79 JI 21 '47
- Labor's increasing use of NLRB to help in securing recognition; graph.** Bsns W p85 Mr 22 '47
- Man on a hot spot, new general counsel of NLRB.** R. N. Denham. Bsns W p67-8 Ag 23 '47
- NLRB boycott; all unions to rely more on economic power.** Bsns W p83-6 JI 12 '47
- NLRB gets set.** Bsns W p74-6 Ag 9 '47
- New NLRB team.** Bsns W p86+ JI 26 '47
- Procedure under new L.-M.R.A.** N. C. Rockwood. Rock Prod 50:73+ O '47
- Slap at swapping.** Bsns W p95 Mr 8 '47
- Supreme court rules state board cannot rule on labor disputes covered by NLRA; New York Board's order for recognition by steel companies of foremen's unions.** Comm & Fin Chr 165:2114 Ap 17 '47
- NATIONAL lead company**
Cumulative growth stocks for long-term capital gains. H. S. Coffin. Mag of Wall St 79:258 D 7 '46
- NATIONAL lime association**
Annual meeting, 29th, Hot Springs, Va. May 5-8. Rock Prod 50:108-10+ Je '47
- NATIONAL lubricating grease institute**
Annual convention, 15th, Chicago, Oct. 16-18. Chem & Eng N 25:3217+ N 3 '47; Nat Pet N 39:38-9 O 29 '47
- NATIONAL machine tool builders' association**
Spring meeting, Atlantic City, April 14-16. Am Mach 91:149-51 My 8 '47; Steel 120:66 Ap 21 '47
- NATIONAL malaria society**
Officers. Science 105:10 Ja 3 '47
- NATIONAL materials handling association**
Mechanical muscles needed. il Bsns W p38+ Ja 25 '47
- NATIONAL mediation board**
Mediation board sees bright side; annual report for fiscal year ended June 30, 1946. Ry Age 122:458 Mr 1 '47
- NATIONAL metal congress**
Annual meeting, 28th, Atlantic City, Nov. 18-22; with abstracts of A.S.M. papers. Steel 119:83-40+ N 25 '46; Automotive & Aviation Ind 95:32+ D 1 '46; Iron Age 158:52-66 N 28 '46
- Congress, 28th, Atlantic City; technical programs.** Steel 119:137-45 N 11 '46; Iron Age 158:83-8 N 14 '46; Materials & Methods 24:1197+ N '46; Metal Prog 50:792-801 N '46
- Congress, 29th, Chicago.** Iron Age 160:49-61 O 30 '47
- Congress and exposition, Atlantic City, Nov. 18-23.** Chem & Eng N 24:3162-3 D 10 '46
- Preview of the 29th National metal congress.** Steel 121:102-3+ O 6 '47
- Technical papers; abstracts.** Steel 121:110+ O 6 '47
- Technical program, Oct. 18-24.** Materials & Methods 26:111-18 O '47; Steel 121:106-10 O 6 '47
- NATIONAL metal exposition**
Exhibitors list. Iron Age 158:88-90 N 14 '46; Materials & Methods 24:1213-14 N '46
- Exhibitors list and floor plan.** Steel 121:104-5 O 6 '47; Same, without plan. Materials & Methods 26:119-20 O '47
- Metal show draws 372 exhibitors at Chicago.** Am Mach 91:141-2 N 6 '47
- Metals show emphasizes productivity.** il Steel 121:45-6+ O 27 '47
- Production equipment and methods highlight exhibits at metal show.** il Am Mach 90:152-3 D 5 '46
- Putting the audit on trade show audiences.** W. H. Eisenman. Ptr Ink 221:65-6+ O 10 '47
- NATIONAL metal trades association**
Annual meeting, 47th, New York, Nov. 14-15. Iron Age 158:152-3 N 28 '46; Mach 53:180 D '46; Steel 119:48-9 N 25 '46

NATIONAL monuments

See also

Zion national monument, Utah

NATIONAL Negro insurance association

Annual meeting, Detroit, Nat Underw (Life ed) 51:6 J1 11 '47

NATIONAL newspaper promotion association

Annual convention, 17th, Chicago. Ptr Ink 219:126 Ap 18 '47

NATIONAL paint, varnish and lacquer association

Annual convention, 58th, Atlantic City. Chem & Eng N 24:3038-9 N 25 '46; Oil Paint & Drug Rep 150:79 N 11 '46; Paint Oil & Chem R 109:5-7 N 14 '46

Names committee chairmen. Oil Paint & Drug Rep 151:78 Ap 28 '47

NPVLA and Contractors association form committee. Oil Paint & Drug Rep 152:7 S 15 '47

NATIONAL park rangers. See United States—National park service**NATIONAL park service.** See United States—National park service**NATIONAL parks and reserves**

National parks; portfolio of paintings and photographs. B. De Voto. Fortune 35:120-34 Je '47

See also

United States—National park service

Zion national monument, Utah

NATIONAL pest control association

Meeting, 14th, New Orleans, Oct. 28-30. Chem & Eng N 24:3052+ N 25 '46; Soap & San Chem 22:161+ N '46

NATIONAL petroleum association

Annual meeting, 45th, Atlantic City. Nat Pet N 39:13-14 S 24 '47

Semi-annual meeting, 44th, Cleveland, April 16-18. Nat Pet N 39:13-16 Ap 23 '47; Oil & Gas J 45:89-90 Ap 26 '47

NATIONAL petroleum council

NPC orders comprehensive probe of crude, refined products supply. H. A. Yocom. Nat Pet N 39:12 Ap 23 '47

NPC rejects four U. S. projects, adopts advice only policy. Oil & Gas J 45:23-4 F 1 '47

NPC reports to government stress oil industry's need for more steel. Nat Pet N 39:16-17 J1 16 '47

NPC undertakes four new projects, including Marshall plan study. H. D. Ralph. Oil & Gas J 46:79 O 18 '47

Quarterly meeting, Washington, April 22. Oil & Gas J 45:42 My 3 '47

NATIONAL physical laboratory, Teddington. See Great Britain—National physical laboratory, Teddington**NATIONAL pickle packers association**

Annual convention, 54th, Chicago. Food Ind 19:354 Mr '47

NATIONAL planning association

Goals of cooperation; joint statement by agriculture, business and labor members. Comm & Fin Chr 165:790 F 6 '47

NATIONAL provincial bank

Statement by the chairman. E. C. E. Smith. Economist 152:168-9 Ja 25 '47

NATIONAL publishers association

NPA's first open meeting puts magazine industry on exhibition before 1,000 persons. T. M. Jones. Ptr Ink 218:109 Ja 24 '47

NATIONAL ready mixed concrete association

Annual meeting, 17th, Los Angeles, March 4-7. Concrete 55:11-14 Ap '47; Rock Prod 50:94-105, 150, 166-71+ Ap '47

Directors mid-year meeting, French Lick Springs, Aug. 12. Rock Prod 50:118+ O '47

NATIONAL registry of rare chemicals

Wanted chemicals. Science 105:358, 385, 521, 598, 618; 106:145, 224, 366 Ap 4-11, My 16, Je 6-13, Ag 15, S 5, O 17 '47

NATIONAL research council

Fellowships in the medical sciences. Science 104:509 N 29 '46

NRC news. Science 106:185-6 Ag 29 '47

Chemical-biological coordination center

Chemical-biological coordination center now operating. Chem & Eng N 25:285, 597 F 3, Mr 3 '47

New agency to screen compounds for bio-activity. Chem Ind 60:481 Mr '47

Organization. Science 105:122 Ja 31 '47

Committee on applied mathematical statistics

Personnel and training problems created by recent growth of applied statistics in United States. Science 106:391-2 O 24 '47

Committee on atomic casualties

Meeting, 2nd, Washington, D.C. May 1. Science 105:597-8 Je 6 '47

Division of engineering and industrial research

Annual meeting, March 3. Science 105:331-2 Mr 28 '47

Division of physical sciences

New committee on high-speed calculating machines and other committees. Science 104:594 D 20 '46

Subcommittees of the Committee on radio-activity. Science 105:12 Ja 3 '47

Pacific science board

Pacific science board. Science 105:122 Ja 31 '47

Pacific science conference

Proceedings of the Pacific science conference of the National research council. Nat Res Council Bul 114:1-79 '46

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Grimm again president; other officers. Comm & Fin Chr 162:2648 My 15 '47

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OIL reclamation

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| Fluorescence | Polarization (light) |
| Lenses | Prisms |
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See also

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| Combustion | Spontaneous combustion |
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- Borden repackages milk products to increase national advertising effect. il Ptr Ink 220:43 S 5 '47
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- Chicopee's babies. il Mod Packaging 20:116-20 JI '47
- Colonial's rooster; unique trademark pulls attention to Colonial Stores' private brands. il Mod Packaging 21:112-15 O '47
- Family reunion; Seamless rubber co. reclassification for its 2,200 products, using package theme to tie all together. il Mod Packaging 20:118-21 Je '47
- Hallmark for Ritter; stylized R as a trademark. il Mod Packaging 20:128-9 Je '47
- Housewife's library; carrier packs for cleaning fluids. il Mod Packaging 20:128-9 N '46
- New ink family; Waterman's 15-cent size. il Mod Packaging 20:114-15 D '46
- One-brand labeling; Red & White voluntary grocery group's simplified new package family. il Mod Packaging 20:137 Je '47
- Product makes the trademark; Hassall's line of special nails, rivets and screws. il Mod Packaging 20:104-6 N '46
- Ritter re-designs packages to achieve family identity. P. J. Ritter. il Sales Management 59:42-3 S 1 '47
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- 23,000 items; Butler Bros., quality branding and coordinated packaging program. H. C. Isaacs. il Mod Packaging 20:103-7+ Ja '47
- Up from the barrel; new labels for Oelerich sirups, jams, etc. il Mod Packaging 20:134-6 Je '47
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PACKAGE goods

- Automatic store; will it change your package; Grand union co. Food-O-Mat. il Mod Packaging 20:134-6 D '46
- Automatic vendors. il Mod Packaging 20:75-80 Ag '47
- Drills packaged to speak for themselves. il Mod Packaging 20:107 N '46
- Foreign markets; golden opportunity to sell more packaged goods. il Mod Packaging 20:87-92+ F '47
- Get them to see, pick up and read your package; 59 varieties of complementary ideas. F. L. McKibbin, jr. il Ptr Ink 221:38-40 O 17 '47
- Lighting the package for effective selling. C. M. Cutler. il Mod Packaging 20:138-40 Ja '47
- New dispensing unit for packaged foods; Grand Union's Food-O-Mat. il Food Ind 18: 1861-2 D '46
- Package wallpaper? United finds it aids dealer, eliminates waste, preludes errors. il Mod Packaging 20:142-4+ JI '47
- Packaging puts it over; a dud in bulk sells in sets; Bo-Jo Christmas tree ornaments. il Mod Packaging 20:102 N '46
- Prepackaging sells glassware. il Bsns W p70+ Je 7 '47
- Prize winners; farm co-ops select best of their 1946 packages. il Mod Packaging 20: 132 F '47
- Returned goods. C. A. Southwick, jr. Mod Packaging 21:149-51+ S '47
- Transition; effect of self service on package goods. il Mod Packaging 20:98-102 Ja '47

See also

- | | |
|---------------|---------------------|
| Candy trade | Merchandize cards |
| Canned food | Package design |
| Cigarettes | Packaging |
| Coffee | Packaging machinery |
| Containers | Toilet goods |
| Food packages | |
| Labels | |

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- Package inserts

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- Cannon shots of color; new packages for sheets and pillow cases. il Mod Packaging 20:152-4 Mr '47

Exhibitions

See Packaging—Exhibitions

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- Baby hangers; package has plenty of gift appeal. il Mod Packaging 20:101 F '47
- Chicago perfumes; Melkov line for exclusive gift shop. il Mod Packaging 21:146 S '47
- Cosmetic preview. il Mod Packaging 21:93-8+ S '47
- Elgin compacts climb on the fashion ensemble bandwagon. W. D. Evans. il Sales Management 59:130+ O 15 '47

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Inserts

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Packaging for shipment

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Closures (containers)

Food packages

Fruit—Prepackaging

Hosiery boxes

Meat—Prepackaging

Packaging machinery

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Packing for shipment

Sealing

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Aluminum foil
Cellophane
Packing for shipment
Paper, Waxed

Paper board
Vinylite
Waxes
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Canned meat
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Hydrocarbons	Oil fuel
Kerosene	Paraffin
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Friction
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- | | |
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| Electric conduits | Piping |
| Gas pipes | Piping (power plants) |
| Heating pipes | Plumbing |
| Petroleum pipe lines | Steam pipes |
| Pipe fittings | Tubes |
| Pipe joints | Water pipes |
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Nickel plating	Zinc plating

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Plumbing fixtures

Plumbing shops

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From now on we sell the whole thing; Bell plumbing and heating of Denver now going to sell new appliance lines. *il Dom Eng 170:120-1+ S '47*

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Electric utilities and the plumbing trade	Plumbing shops
Plumbing laws and regulations	Plumbing supplies industry

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| Dichlorophenoxyacetic acid—Physiological effect | Lead poisoning |
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Color printing
Covers (printing) |
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| Book industry and trade | Gutenberg Bible |
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Ink

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Newsprint paper
Paper
Periodicals—Printing
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Photomechanical processes

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Printing offices
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Proofreading
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Ink	Proofreading
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| Beta rays | Radioactivity |
| Black body | Radiography |
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| Gamma rays | Sound |
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Airways—Traffic control	Radar
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Direction finding apparatus	Radio apparatus on aircraft
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	Radio meteorographs

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Radar	Radio telephone on ships
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| —Frequency | Standard frequency |
| standards | |

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Ceramic materials	Mines and mineral resources
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Coal	Petroleum
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Farm produce	Textile fibers
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| Advertising departments—Records | Libraries—Ephemeral and source materials |
| Banks and banking—Records | Lubrication and lubricants—Records |
| Card system in business | Medical records |
| Electric motors—Records | Microfilm records |
| Employment departments—Records | Photographic records |
| Factories—Records | Punched card system |
| Files and filing (documents, etc.) | Railroads—Records |
| Forms and blanks, Business | Sales records |
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Concrete, Refractory	Silica brick
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| Carbon dioxide, Solid | methane |
| Chlorofluoromethanes | Propane |
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| Cold storage | Refrigeration and re- |
| Cold storage ware- | frigerating ma- |
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| Ammonia compressors | Refrigerants |
| Carbon dioxide, Solid | Refrigerating engineering |
| Cold storage | Refrigeration on cars, trucks, etc. |
| Compressors | Refrigeration on ships |
| Cooling | Refrigerator cars |
| Cooling equipment | Refrigerators |
| Cooling of water | Show cases, Refrigerated |
| Electricity in refrigeration | Skating rinks |
| Freezing | Temperature, Low |
| Heat pump | |
| Insulation (heat) | |

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REFUSE as fertilizer

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REFUSE incinerators

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- | | |
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Gravel	Sand
Gypsum	Stone, Crushed

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- | | |
|---------------------|------------------------------|
| Continental shelf | Metasomatism |
| Dolomite | Minerals |
| Drilling and boring | Pebbles |
| (earth and rocks) | Phosphate rock |
| Folds (geology) | Quarries and quarrying |
| Geology | Sedimentation and deposition |
| Geophysics | Shale |
| Granite | Stone, Crushed |
| Gypsum | |
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Rolling mills
Thread rolling

ROLLING mills

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Steel workers

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See also

Furnaces, Heating
Rolls (rolling mills)

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Lubrication

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 How British set standards, qualify men for sales profession. il Sales Management 58:112+ Mr 15 '47
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Banks and banking
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of industries, e.g.

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Airplane industry
and trade

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chinery industry

Automobile acces-
sories industry

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Chain stores

Cotton trade
Department stores

Distilling industries
Electric apparatus
industry

Food industry and
trade

Gas companies
Glass trade

Gold mines and min-
ing

Holding companies
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|-------------|-------|
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| Hearing | Taste |

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See also

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|------------------------|-----------------------------------|
| Adsorption | Flotation process |
| Crystallization | Hydrocarbons—Separation processes |
| Distillation | Ore treatment |
| Dust removal | Sedimentation |
| Electric precipitation | Sink and float process |
| Filters and filtration | |

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See also

- | | |
|----------------------|--|
| Centrifuges | Filters and filtration (technical chemistry) |
| Classifiers | |
| Concentrators | |
| Cyclone spray towers | Magnetic separators |
| Dust collectors | Oil separators |
| Evaporators | Screens |
| | Steam separators |

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 Antigens and antibodies
 Fetuin

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See also
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 Complement fixation

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See also
 Antigens and antibodies
 Toxins and antitoxins

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See also

Banks and banking	Electric apparatus
—Service	industry—Service
Dealer helps	Gas companies—
Oil fuel industry—	Service
Service	

SERVICE industries*See also*

Banks and banking	Laundries
Beauty shops	Railroads
Cleaning industries	Telegraph
Gasoline service stations	Telephone
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Sewage flow
 Sewage sludge
 Trade waste

Analysis

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Bacteriology

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See also

Sewage irrigation	Sewage sludge as
Sewage sludge—Gas	fertilizer
production	

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See also

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| Septic tanks | Sewerage |
| Sewage incinerators | Trade waste |
| Sewage sludge | Water pollution |

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| Dust collectors | Stamping |
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26:84-5 Ja '47; Bsns W p44+ Ja 18 '47;
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view of technical papers. S A E J 55:17-39
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55:65-7 Ja '47

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April 9-11; abstracts of papers, Automotive
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Electroacoustics

Hearing

Music—Acoustics

and physics

Noise

Radio broadcasting—

Sound effects

Sound waves

Soundproofing

Speech

Supersonic waves

Television—Sound

transmission

Vibration

Voice

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Electroacoustic

transducers

Headphones

Hearing aids, Mechanical

Hydrophone

Loud speaking apparatus

Microphones

Moving picture

sound recording

Phonograph

Radio apparatus

Reflectoscope

Sound—Measurement

Sound—Recording

and reproducing

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Financial statistics	Statistical mechanics
Government statistics	United States—Census, Bureau of
Index numbers (economics)	Variation (statistics)
Industrial statistics	Statistics under various subjects, e.g.
Market statistics	also subdivision
also subdivision	Accidents, Industrial
Chemical industries	Rubber industry and
Crops	trade
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| Bridges, Iron and steel | Steel, Aircraft |
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Chromium steel	Nickel steel
Cobalt steel	Silicon steel
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Iron alloys	Steel, Stainless
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Reservoirs, Steel	Steel buildings
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Steric hindrance

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See also

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Brokers	Securities
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Bonds

Corporations

Dividends

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Agricultural machinery industry

Chain stores

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Electric utilities

Insurance companies

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| Beams and girders | Notched bar testing |
| Bending moment | Photoelasticity |
| Bridges—Stresses | Poisson's ratio |
| Building | Ships—Strains and stresses |
| Columns | Soil mechanics |
| Concrete construction—Design | Steel construction—Design |
| Creep of materials | Strain gages |
| Creep of metals | Strength of materials |
| Deformations (mechanics) | Structural engineering—Design |
| Elasticity | Torsion |
| Fatigue in metals | Trusses |
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See also

- | | |
|--------------------|---------------|
| Electric railroads | Subways |
| Rapid transit | Trolley buses |
| Street cars | |

Advertising

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See also

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| Business streets | Roads |
| City planning | Snow removal |
| Curbs | Street lighting |
| Parkways | Street traffic |
| Pavements | |
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See also

- | | |
|-------------------------|----------------------|
| Bending moment | Fatigue in metals |
| Building materials | Glass—Strength |
| Columns | Graphic statics |
| Deformation (mechanics) | Rubber—Strength |
| Elasticity | Steel—Strength |
| Factor of safety | Strains and stresses |
| | Wood—Strength |

STREPTIDINE

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Radio broadcasting—Trade union programs

Shop stewards

Strikes

Trade agreements

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Foreman's association of America

Industrial union of marine and ship-building workers of America

International ladies' garment workers' union

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Cooling of fruits and vegetables	Produce terminals
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Air filters

Air pipes

Air pollution

Air purification

Cooling

Dust removal

Electric fans, Ven-

tilating

Elevators—Ven-

tilation

also subdivision under various subjects, e.g.

Airplanes

Factories

Foundries

Exhaust systems

Fans, Mechanical

Gas appliances—

Ventilation

Heating

Humidity

Mine ventilation

Plumbing—Ventila-

tion

Tanks

Ventilators

Heating and ventilation

Motor buses

School buildings

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VENTURI tubes. See Venturi meters**VERBS**

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Adjustment problems

See Veterans—Readjustment problems

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Coke-oven gas	Scrap metal
Corncobs	Sewage sludge
Cottonseed	Slag
Farm produce—By-products	Straw
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Hydrants	Water hammer
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Aqueducts	Pipes
Hot water heating	Plumbing
Hot water supply	Water distribution
Pipe fittings	Water hammer
Pipe joints	Waterworks
Pipe laying	

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